

ALTEN

Activity at the end of December 2022

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Deputy Chief Executive Officer

Paris, January 27th, 2023





BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31ST 2022

COUNTRY	FY				Change			
	2021	%	2022	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	1 031.9	35.3%	1 178.2	31.1%	14.2%	1.9%	0.0%	12.3%
GERMANY	263.2	9.0%	329.0	8.7%	25.0%	3.4%	0.0%	21.6%
IBERIC	259.1	8.9%	323.3	8.5%	24.8%	2.9%	0.0%	21.8%
UK	140.2	4.8%	263.2	7.0%	87.7%	60.1%	0.8%	26.8%
ITALY	198.0	6.8%	250.2	6.6%	26.3%	0.0%	0.0%	26.3%
BENELUX	169.5	5.8%	198.2	5.2%	16.9%	1.0%	0.0%	15.9%
SCANDINAVIA	172.6	5.9%	183.6	4.9%	6.4%	0.3%	- 3.5%	9.6%
EASTERN EUROPE	62.8	2.1%	85.6	2.3%	36.3%	0.5%	- 2.1%	37.9%
SWITZERLAND	63.3	2.2%	66.0	1.7%	4.3%	0.0%	7.4%	- 3.1%
EUROPE (W/O FRANCE)	1 328.9	45.4%	1 699.2	44.9%	27.9%	7.8%	- 0.1%	20.2%
NORTH AMERICA	378.2	12.9%	561.6	14.8%	48.5%	16.1%	13.9%	18.5%
ASIA PACIFIC	166.3	5.7%	318.4	8.4%	91.4%	55.5%	5.8%	30.1%
OTHERS	19.9	0.7%	25.7	0.7%	29.2%	0.0%	9.9%	19.3%
TOTAL	2 925.2	100.0%	3 783.1	100.0%	29.3%	9.4%	2.1%	17.7%

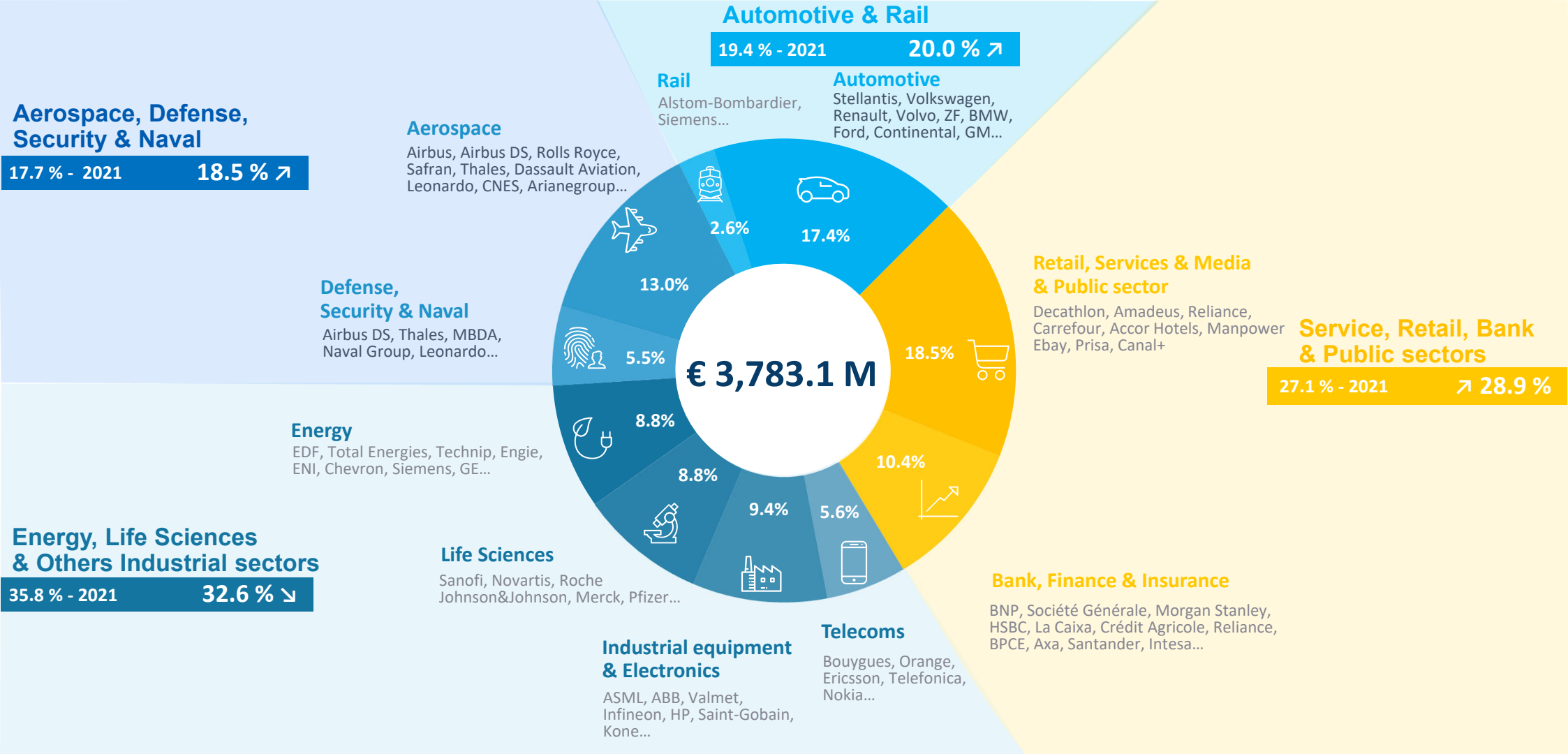


BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31ST 2022

COUNTRY	Q4 only				Change			
	2021	%	2022	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	274.1	34.5%	300.4	30.0%	9.6%	0.0%	0.0%	9.6%
GERMANY	73.6	9.3%	86.6	8.7%	17.7%	0.0%	0.0%	17.7%
IBERIC	68.2	8.6%	85.4	8.5%	25.2%	3.9%	0.0%	21.3%
UK	41.7	5.3%	83.8	8.4%	100.8%	76.4%	- 2.8%	27.1%
ITALY	53.3	6.7%	67.5	6.8%	26.7%	0.0%	0.0%	26.7%
BENELUX	44.9	5.7%	50.9	5.1%	13.4%	0.0%	0.0%	13.4%
SCANDINAVIA	44.3	5.6%	48.7	4.9%	9.9%	0.0%	- 5.9%	15.9%
EASTERN EUROPE	17.7	2.2%	23.4	2.3%	32.5%	0.0%	- 1.6%	34.1%
SWITZERLAND	17.3	2.2%	17.3	1.7%	0.1%	0.0%	6.8%	- 6.7%
EUROPE (W/O FRANCE)	361.0	45.4%	463.7	46.4%	28.4%	9.6%	- 0.8%	19.7%
NORTH AMERICA	105.7	13.3%	146.8	14.7%	38.9%	13.8%	12.1%	13.0%
ASIA PACIFIC	48.6	6.1%	83.0	8.3%	71.0%	55.4%	1.5%	14.1%
OTHERS	5.4	0.7%	6.0	0.6%	9.8%	0.0%	5.4%	4.4%
TOTAL	794.8	100.0%	999.9	100.0%	25.8%	9.6%	1.4%	14.9%



BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT DECEMBER 31ST 2022



Automotive & Rail
 19.4 % - 2021 20.0 % ↗

Rail
Alstom-Bombardier, Siemens...

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

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

Aerospace, Defense, Security & Naval
 17.7 % - 2021 18.5 % ↗

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
 27.1 % - 2021 ↗ 28.9 %

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

Energy, Life Sciences & Others Industrial sectors
 35.8 % - 2021 32.6 % ↘

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...

ANNEXE



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31ST 2022

COUNTRY	Q1 2022		Q2 2022		Q3 2022		Q4 2022		FY 2022	
	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	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%	9.6%	9.6%	14.2%	12.3%
GERMANY	31.0%	23.2%	31.2%	23.8%	22.3%	22.3%	17.7%	17.7%	25.0%	21.6%
IBERIC	26.7%	26.7%	24.4%	20.5%	23.0%	19.2%	25.2%	21.3%	24.8%	21.8%
UK	71.5%	29.9%	58.4%	23.5%	107.2%	26.7%	100.8%	27.1%	87.7%	26.8%
ITALY	28.2%	28.2%	25.4%	25.4%	25.0%	25.0%	26.7%	26.7%	26.3%	26.3%
BENELUX	18.1%	15.9%	20.2%	18.3%	16.3%	16.3%	13.4%	13.4%	16.9%	15.9%
SCANDINAVIA	4.0%	6.1%	1.4%	3.3%	11.2%	14.5%	9.9%	15.9%	6.4%	9.6%
EASTERN EUROPE	41.2%	41.8%	36.7%	38.1%	36.1%	38.7%	32.5%	34.1%	36.3%	37.9%
SWITZERLAND	13.4%	7.8%	3.4%	- 3.4%	1.5%	- 8.8%	0.1%	- 6.7%	4.3%	- 3.1%
EUROPE (W/O FRANCE)	27.3%	21.9%	24.8%	19.1%	30.8%	20.3%	28.4%	19.7%	27.9%	20.2%
NORTH AMERICA	54.2%	26.2%	53.6%	21.0%	49.4%	15.9%	38.9%	13.0%	48.5%	18.5%
ASIA PACIFIC	102.7%	39.8%	105.5%	41.8%	92.8%	29.8%	71.0%	14.1%	91.4%	30.1%
OTHERS	26.9%	22.1%	43.9%	30.6%	38.5%	22.1%	9.8%	4.4%	29.2%	19.3%
TOTAL	31.3%	20.7%	30.4%	18.9%	30.2%	17.0%	25.8%	14.9%	29.3%	17.7%

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