

# ALTEN

## Activity at the end of March 2023

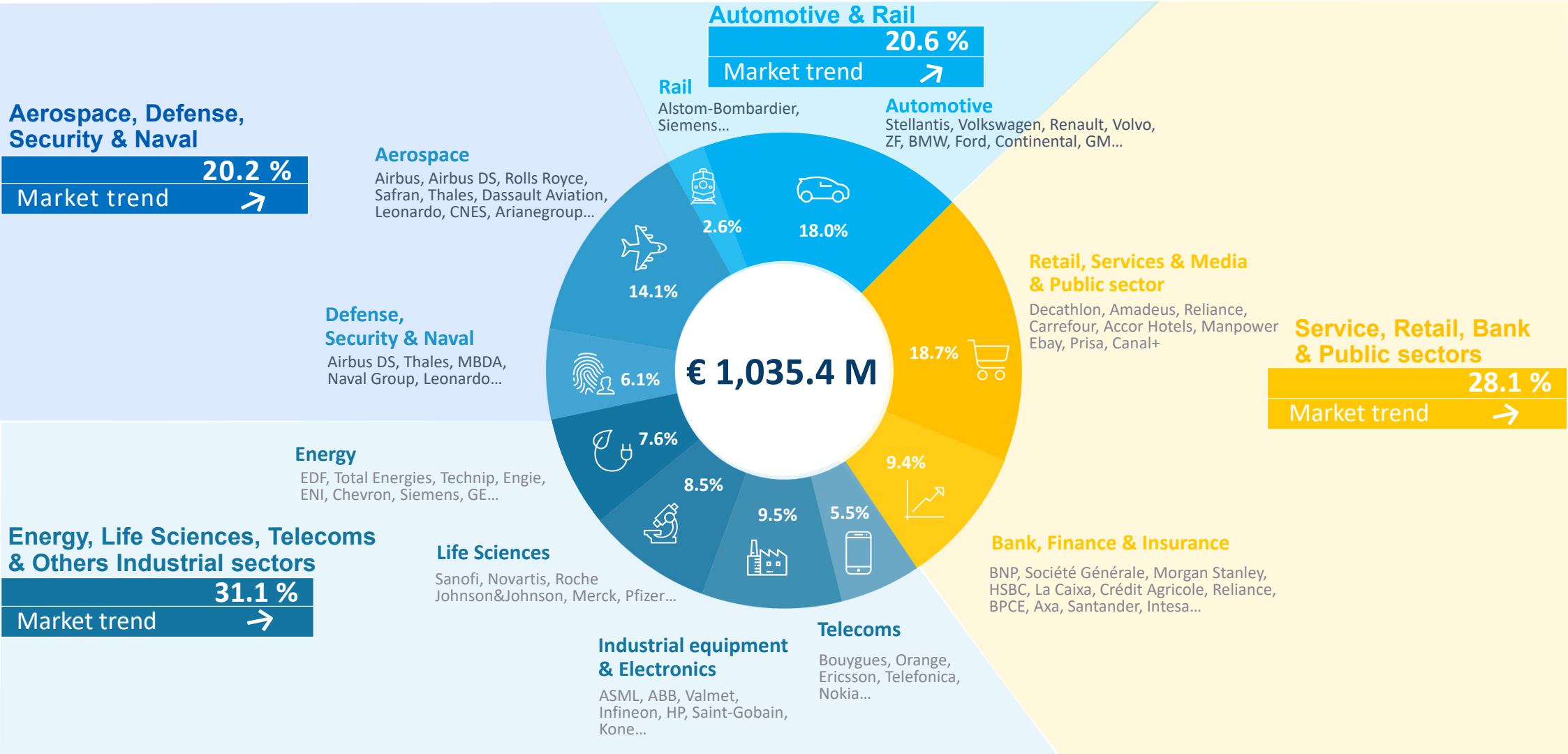


**Bruno Benoliel**  
*Deputy Chief Executive Officer*

Paris, April 26th, 2023



# BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT MARCH 31<sup>ST</sup> 2023



**Aerospace, Defense, Security & Naval**  
**20.2 %**  
 Market trend ↗

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

**Automotive & Rail**  
**20.6 %**  
 Market trend ↗

**Rail**  
 Alstom-Bombardier, Siemens...

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

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

**Service, Retail, Bank & Public sectors**  
**28.1 %**  
 Market trend ↗

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

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

**Energy, Life Sciences, Telecoms & Others Industrial sectors**  
**31.1 %**  
 Market trend ↗

**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 MARCH 31<sup>ST</sup> 2023

| COUNTRY                    | YTD          |               |                |              | Change        |                 |               |                             |
|----------------------------|--------------|---------------|----------------|--------------|---------------|-----------------|---------------|-----------------------------|
|                            | 2022         | %             | 2023           | %            | Published     | Change in scope | Forex         | Organic, excl. Forex effect |
| <b>FRANCE</b>              | <b>298.2</b> | <b>33.3%</b>  | <b>334.4</b>   | <b>32.3%</b> | <b>12.2%</b>  | <b>0.0%</b>     | <b>0.0%</b>   | <b>12.2%</b>                |
| IBERIC                     | 76.8         | 8.6%          | 94.2           | 9.1%         | 22.7%         | 2.8%            | 0.0%          | 20.0%                       |
| GERMANY                    | 75.0         | 8.4%          | 93.4           | 9.0%         | 24.5%         | 6.2%            | 0.0%          | 18.3%                       |
| UK                         | 47.7         | 5.3%          | 81.4           | 7.9%         | 70.8%         | 60.6%           | - 6.1%        | 16.3%                       |
| ITALY                      | 59.7         | 6.7%          | 76.2           | 7.4%         | 27.6%         | 0.0%            | 0.0%          | 27.6%                       |
| BENELUX                    | 49.8         | 5.6%          | 58.8           | 5.7%         | 18.1%         | 0.0%            | 0.0%          | 18.1%                       |
| SCANDINAVIA                | 46.9         | 5.2%          | 50.0           | 4.8%         | 6.6%          | - 0.6%          | - 5.1%        | 12.3%                       |
| EASTERN EUROPE             | 19.7         | 2.2%          | 25.8           | 2.5%         | 31.1%         | - 1.6%          | - 1.4%        | 34.1%                       |
| SWITZERLAND                | 16.6         | 1.9%          | 16.6           | 1.6%         | 0.0%          | 0.0%            | 4.3%          | - 4.3%                      |
| <b>EUROPE (W/O FRANCE)</b> | <b>392.2</b> | <b>43.8%</b>  | <b>496.5</b>   | <b>48.0%</b> | <b>26.6%</b>  | <b>8.8%</b>     | <b>- 1.1%</b> | <b>18.9%</b>                |
| <b>NORTH AMERICA</b>       | <b>127.0</b> | <b>14.2%</b>  | <b>119.5</b>   | <b>11.5%</b> | <b>- 5.9%</b> | <b>- 19.3%</b>  | <b>3.6%</b>   | <b>9.8%</b>                 |
| <b>ASIA PACIFIC</b>        | <b>71.2</b>  | <b>8.0%</b>   | <b>79.9</b>    | <b>7.7%</b>  | <b>12.1%</b>  | <b>8.0%</b>     | <b>- 3.5%</b> | <b>7.6%</b>                 |
| OTHERS                     | 6.0          | 0.7%          | 5.1            | 0.5%         | - 14.7%       | 0.0%            | - 0.3%        | - 14.4%                     |
| <b>TOTAL</b>               | <b>894.6</b> | <b>100.0%</b> | <b>1 035.4</b> | <b>100%</b>  | <b>15.7%</b>  | <b>1.8%</b>     | <b>- 0.4%</b> | <b>14.4%</b>                |

# ALLEN

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### Contact

comfi@alten.fr

<https://www.alten.com/fr/investisseurs/>

T : +33 (0)1.46.08.71.79

40 av. André Morizet  
92513 Boulogne-Billancourt Cedex

