

ALLEN

Activity at the end of September 2023

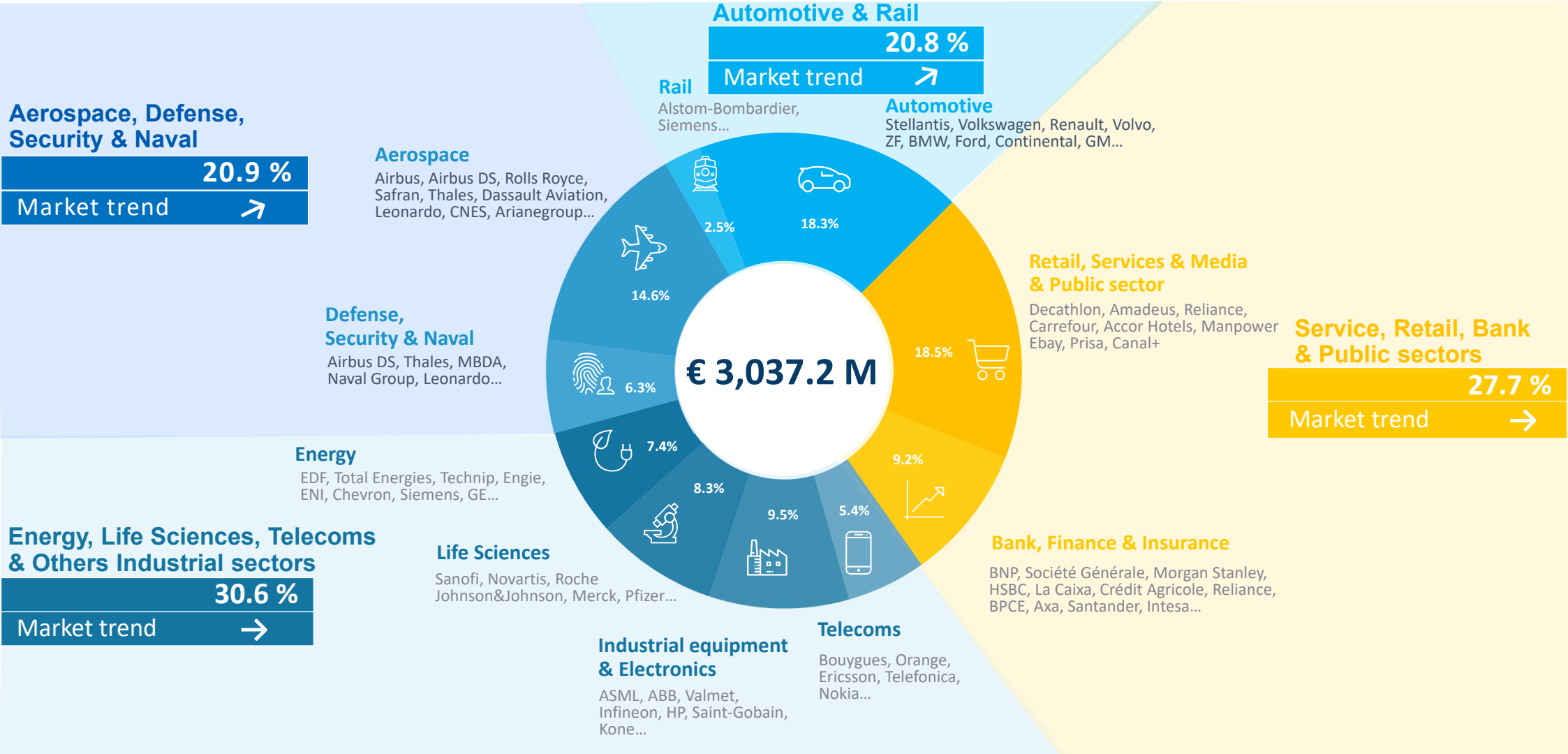


Bruno Benoliel
Deputy Chief Executive Officer

Paris, October 26th, 2023



BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT SEPTEMBER 30TH 2023





BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30TH 2023

COUNTRY	YTD				Change			
	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%	- 6.2%	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 30TH 2023

COUNTRY	Q3 only				Change			
	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%	- 7.2%	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 30TH 2023

COUNTRY	Q1 2023		Q2 2023		Q3 2023	
	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 25th at 5:45p.m

FULL YEAR 2023 RESULTS => PUBLICATION Thursday February 22nd

=> VIRTUAL CONFERENCE Friday February 23rd at 10am

Q1 2024 REVENUE Thursday April 25th at 5.45pm

ANNUAL GENERAL MEETING Thursday June 20th at 10am

Q2 2024 REVENUE Thursday July 25that 5.45pm

H1 2024 RESULTS => PUBLICATION Thursday September 19th

=> VIRTUAL CONFERENCE Friday September 20th at 10am

Q3 2024 REVENUE Thursday October 24that 5.45pm

Financial calendar 2024

ALTEN

Activity at the end of September 2023

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