

## BUSINESS AT THE END OF SEPTEMBER 2023:

- Satisfactory organic growth: 10.1%
- Five acquisitions overseas

€ million	2022	2023	YoY change
<b>Revenue</b>	<b>2,783.2</b>	<b>3,037.2</b>	<b>+9.1%</b>
▪ of which France	877.8 (31.5%)	963.5 (31.7%)	+9.8%
▪ of which International	1,905.5 (68.5%)	2,073.7 (68.3%)	+8.8%

### BUSINESS AT THE END OF SEPTEMBER 2023: +9.1%

Alten's revenue for the first nine months of the year increased 9.1%: 9.8% in France and 8.8% outside France. On a like-for-like basis and at constant exchange rates, revenue grew by 10.1% (9.8% in France and 10.3% outside France).

As expected, third-quarter growth continued to slow down. Like-for-like, revenue rose by 7.6% (10.5% in France and 6.3% outside France).

Third-quarter performance was also hampered by unfavourable seasonal effects compared to the same period in 2022 (0.9 fewer working days).

Taking into consideration a disposal overseas in 2022, revenue increased 3.3% in the third quarter, including 10.5% growth in France and 0.4% outside France.

Almost all business sectors expanded, especially Civil Aeronautics, Automotive, Defense & Security, Industrial Equipment and Electronics.

Almost all geographic regions expanded year-to-date, although Germany, Scandinavia and North America slowed sharply in the third quarter.

### EXTERNAL GROWTH: FIVE ACQUISITIONS OVERSEAS

In the United States/Canada: a company specialised in software testing (€18m in revenue, 185 consultants)

In Poland: a company specialised in IT and Telecommunications services (€19m in revenue, 350 consultants, of which 50% are external)

In India/United States/Germany: a company specialised in IT development and engineering services (€9m in revenue, 500 consultants)

In Spain/Germany: a company specialised in aerospace engineering (€7m in revenue, 130 consultants)

In Japan: a company specialised in embedded software (€41m, 720 consultants)

## OUTLOOK FOR 2023:

ALTEN posted satisfactory growth at the end of September, in line with expectations. The slowdown in organic growth in 2023 reflects the normalisation of the economy.

Although Alten's growth rate is slowing, the company expects to generate satisfactory organic growth of around 9% in 2023 and will continue to develop its strategy of targeted external growth.

## FINANCIAL CALENDAR

Publication of Q4 2023 revenue: Thursday, 25 January 2024

### **About ALTEN**

***For complete information, visit [www.alten.com/investors](http://www.alten.com/investors)***

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*As a European Leader in Engineering and Technology Consulting (ETC), ALTEN carries out design and research projects for Technical and IT divisions of major clients in industry, telecoms and services.*

*ALTEN's stock is listed in compartment A of the Euronext Paris market (ISIN FR000001946); it is part of the SBF 120, the IT CAC 50 index and MIDCAP100, and is eligible for the deferred Settlement Service (SRD).*

# PRESS RELEASE

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## Definition of alternative performance measures and reconciliation with IFRS

The ALLEN Group uses alternative performance measures especially selected to track its operational activities. The Group has chosen these measures as they supply additional information allowing the users of periodic financial information to have a comprehensive understanding of the Group's performance. Such alternative performance measures are complementary to IFRS.

### Revenue growth on a like-for-like basis (i.e. organic growth)

Growth on a like-for-like basis (constant scope and exchange rates) is calculated excluding the effects of exchange rate fluctuations and changes to the consolidation scope over the reporting period.

Exchange rate impacts are measured by converting the revenue of the period with the average exchange rate from the previous period.

Impacts of changes in scope are measured excluding revenue for the period for acquisitions, and excluding revenue for the previous period for transfers, in order to create a scope which is identical to the previous period.

This alternative measure enables users to identify the actual performance of the Group's business activities over the reporting period.

### Growth in business, Q3 2023

€M	Revenue Q3 2022	Revenue Q3 2023	% change
<b>Revenue on a like-for-like basis</b>	<b>2,671.8</b>	<b>2,942.0</b>	<b>10.1%</b>
France	877.8	963.5	9.8%
International	1,794.1	1,978.5	10.3%
<b>Change in scope</b>	<b>111.4</b>	<b>132.4</b>	<b>0.4%</b>
France		-	-
International	111.4	132.4	0.6%
<b>Exchange rate impact</b>		<b>-37.2</b>	<b>-1.4%</b>
France		-	-
International		-37.2	-2.1%
<b>Group revenue</b>	<b>2,783.2</b>	<b>3,037.2</b>	<b>9.1%</b>
France	877.8	963.5	9.8%
International	1,905.5	2,073.7	8.8%