

## BUSINESS AT END OF DECEMBER 2020

- **Automotive & Civil aeronautics sectors strongly impacted by the health crisis**
- **9 acquisitions – of which 5 in Q4**

€ million	2019	2020	Var.
<b>Revenue</b>	<b>2,624.0</b>	<b>2,331.9</b>	<b>-11.1%</b>
▪ Of which France	1,134.5 i.e. 43.2% of total revenue	907.5 i.e. 38.9% of total revenue	<b>-20.0%</b>
▪ Of which international	1,489.5 i.e. 56.8 % of total revenue	1,424.4 i.e. 61.1% of total revenue	<b>-4.4%</b>

### **BUSINESS IN 2020 IS STRONGLY IMPACTED BY THE HEALTH CRISIS: -11.1%**

Since March 2020 business has been strongly impacted by the health crisis and has resumed very progressively this last quarter.

Business decreases by 11.1% in 2020: -20.0% in France and -4.4% overseas. On a like-for-like basis and constant exchange rate, business decreases by 12.9%: -19.5% in France and -7.9% outside France.

Revenue reaches €567.4 M in Q4 thus decreasing by 17.5%: -25.2% in France and -11.9% overseas. On a like-for-like basis, revenue decreases by 17.4%: -24.4% in France and 12.4% overseas.

The crisis has mainly impacted the Automotive and Civil aeronautics sectors whereas Rail/Naval, Life Sciences and Energy (Oil & Gas excepted) experience a two-digit growth.

Therefore business has significantly decreased in 2020 in the countries where the Automotive and Civil aeronautics are significant – such as France, Germany, Sweden, the US and the UK. On the contrary, performance was satisfactory in Italy, Switzerland and Asia Pacific.

### **EXTERNAL GROWTH: 9 ACQUISITIONS AND 3 DIVESTMENTS**

ALLEN has consolidated its external development by completing 9 acquisitions in 2020:

- In Asia = 2 companies – one specialised in IT and the other one in Software development (Revenue: €34.5 M, 580 consultants)
- In US/Ukraine = 1 company specialised in Software development (Revenue: €7.5 M, 100 consultants)

- In Germany = 2 companies in Engineering Consulting (more specifically in the Automotive sector)  
(Revenue: €43 M, 400 consultants)
- In Italy = 2 companies – one specialised in Data science and Data management, the other one in IT Infra and Digital services  
(Revenue: €97 M, 1,185 consultants)
- In France = 1 company specialised in IT infrastructures  
(Revenue: €32 M, 180 consultants)
- 1 company in Portugal specialised in IT Infra and Digital services  
(Revenue: €27 M, 400 consultants)

ALTEN has sold 3 non-strategic companies in 2020:

- 1 company in China specialised in the Automotive industry  
(Revenue: €6 M, 160 consultants)
- 2 companies in France specialised in Telecoms and Process Manufacturing  
(Revenue: €21 M, 360 consultants)

## OUTLOOK FOR 2021

The crisis has more durably affected the sectors of Automotive, Trucks, Aerospace & Civil aeronautics. In 2021 business should resume very progressively and strengthen.

The evolution of the health crisis will determine the timing and the intensity of the recovery, as well as the return to organic growth in 2021.

To improve its development and consolidate its position in strategic sectors and activities, ALTEN will pursue a targeted strategy of external growth.

## NEXT RELEASE

- 2020 Annual revenue: Wednesday, February 24<sup>th</sup> 2021

### **About ALTEN**

***For more information: [www.alten.com/investisseurs](http://www.alten.com/investisseurs) / Journalists' details: [alten@hopscotch.fr](mailto:alten@hopscotch.fr)***

*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

Paris, January 29th 2021  
5:40pm



*Appendix to Press Release:*

## Definition of alternative performance measures and reconciliation with IFRS standards

The ALLEN Group uses alternative performance measures especially selected to follow up on 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 standards.

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

Growth on a like-for-like basis (and constant exchange rate) is calculated excluding the effects of exchange rate variations and the variations of the consolidation scope on a chosen period.

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

Scope variation impacts are measured excluding acquisitions, revenue of the period and for transfers, revenue of the previous period, in order to create a scope which is identical to the previous period. This alternative measure enables to identify the real performance of the Group in terms of activity on the chosen period.

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### Evolution of business in 2020

€M	2019 Revenue	2020 Revenue	% Change
<b>Revenue on a like-for-like basis</b>	<b>2,613.4</b>	<b>2,276.5</b>	<b>-12.9%</b>
France	1,127.7	907.5	-19.5%
International	1,485.7	1,369.0	-7.9%
<b>Scope variation</b>	<b>10.6</b>	<b>66.6</b>	<b>2.2%</b>
France	6,8	-	-0.5%
International	3.8	66.6	4.2%
<b>Exchange rate impact</b>		<b>-11.1</b>	<b>-0.4%</b>
France		-	-
International		-11.1	-0.7%
<b>Group revenue</b>	<b>2,624.0</b>	<b>2,331.9</b>	<b>-11.1%</b>
France	1,134.5	907.5	-20.0%
International	1,489.5	1,424.4	-4.4%