

## BUSINESS AT THE END OF SEPTEMBER 2021: +20.7%

- Organic growth acceleration: +9.5%
- 6 acquisitions in France and overseas

€ million	2020	2021	Y-o-Y change
<b>Revenue</b>	<b>1,764.6</b>	<b>2,130.4</b>	<b>+20.7%</b>
▪ Of which France	690.7 i.e. 39.1% of total revenue	757.8 i.e. 35.6% of total revenue	+9.7%
▪ Of which International	1,073.9 i.e. 60.9% of total revenue	1,372.6 i.e. 64.4% of total revenue	+27.8%

### BUSINESS AT THE END OF SEPTEMBER 2021: +20.7%

Business is growing by 20.7% at end of September: +9.7% in France and +27.8% overseas. On a like-for-like basis and constant exchange rate, it grows by 9.5% (+5.4% in France and +12.1% out of France).

Business is resuming and accelerating again on the third quarter. It grows by 40.2%: +26.5% in France and +48.7% overseas. On a like-for-like basis, it grows by 23.9%. Organic growth reaches 19.0% in France and 26.9% out of France.

All business sectors are in strong growth on the third quarter of 2021, partly due to the favourable base effect of the third quarter 2020. The Automotive and Civil Aeronautics sectors return to organic growth at the end of September 2021, even if recovery stays gradual in those two sectors.

Therefore, all geographical areas are growing, with the exception of those which are deeply connected to the Automotive and Civil Aeronautics sectors, such as France, Germany and Scandinavia; those countries currently experience slower growth.

Spain, Benelux and Switzerland are in moderate growth (< 10%), when all other areas (Italy, UK, Eastern Europe, US, Asia) are in a strong two-digit growth.

Alten's strategy of external growth acceleration has allowed to develop its market shares. Acquisitions have accounted more than 10% of turnover at the end of September 2021.

## **EXTERNAL GROWTH: 6 ACQUISITIONS IN FRANCE AND IN INTERNATIONAL**

ALTEN has finalised 6 acquisitions in 2021:

- In UK/Finland: 1 company specialised in Consulting and Agile Training (€9.5M Revenue, 65 consultants)
- In Germany: 1 company specialised in Engineering and Consulting (especially in the Automotive sector) (€10M Revenue, 90 consultants)
- In France: 1 company specialised in the transformation and digitalisation of Information Systems (€37M Revenue, 280 consultants)
- In UK: 1 company specialised in Life Science (€20M Revenue, 180 consultants)
- In China/US: 1 company specialised in software development (€68M Revenue, 1 900 consultants)
- In India/US: 1 company specialised in product engineering, embedded systems and digital technologies (€11M Revenue, 930 consultants)

## **OUTLOOK FOR 2021:**

Although the sectors of Automotive, Heavy Trucks and Civil Aeronautics remain impacted by the health crisis, business recovery is still strong. Organic growth is stronger than expected, the third quarter activity level has confirmed the second quarter growth trend.

Assuming similar economic and sanitary conditions, ALTEN should achieve an organic growth slightly over 10% in 2021.

ALTEN will also further develop its targeted strategy of external growth to reinforce strategical business sectors and activities.

## **AGENDA:**

Publication of Q4 2021 results: Thursday, January 27<sup>th</sup> 2022

2021 full-year results: Tuesday, February 22<sup>nd</sup> 2022 (conference on Wednesday, February 23<sup>rd</sup> 2022)

### **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, October 27<sup>th</sup> 2021  
5:40 pm



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 YTD 2021

€M	YTD 2020 Revenue	YTD 2021 Revenue	% change
<b>Revenue on a like-for-like basis</b>	<b>1,752.9</b>	<b>1,919.5</b>	<b>9.5%</b>
France	680.1	717.0	5.4%
International	1,072.8	1,202.5	12.1%
<b>Scope variation</b>	<b>11.7</b>	<b>134.5</b>	<b>10.2%</b>
France	10.6	40.8	4.3%
International	1.1	182.9	16.9%
<b>Exchange rate impact</b>		<b>-12.8</b>	<b>-0.7%</b>
France		-	-
International		-12.8	-1.2%
<b>Group revenue</b>	<b>1,764.6</b>	<b>2,130.4</b>	<b>20.7%</b>
France	690.7	757.8	9.7%
International	1,073.9	1,372.6	27.8%