

ALTEN

Activity at the end of December 2021

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Deputy Chief Executive Officer

Paris, January 27th, 2022





BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31ST 2021

COUNTRY	FY				Change			
	2020	%	2021	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	907.5	38.9%	1 031.9	35.3%	13.7%	5.3%	0.0%	8.4%
INTERNATIONAL	1 424.4	61.1%	1 893.3	64.7%	32.9%	17.6%	- 0.4%	15.7%
NORTH AMERICA	299.1	12.8%	371.1	12.7%	24.1%	9.5%	- 2.7%	17.3%
GERMANY	193.7	8.3%	263.2	9.0%	35.9%	28.0%	0.0%	7.9%
SPAIN	151.9	6.5%	216.5	7.4%	42.6%	33.7%	0.0%	8.9%
ITALY	118.1	5.1%	198.0	6.8%	67.7%	38.3%	0.0%	29.4%
ASIA PACIFIC	123.1	5.3%	175.9	6.0%	42.9%	14.2%	- 2.3%	31.0%
SCANDINAVIA	165.4	7.1%	172.6	5.9%	4.4%	0.3%	2.5%	1.6%
BENELUX	152.7	6.5%	169.5	5.8%	11.1%	1.2%	0.0%	9.9%
UK	95.2	4.1%	140.2	4.8%	47.3%	17.6%	4.1%	25.6%
SWITZERLAND	57.3	2.5%	63.3	2.2%	10.6%	0.0%	- 1.1%	11.7%
EASTERN EUROPE	46.1	2.0%	62.8	2.1%	36.2%	2.0%	- 3.0%	37.2%
OTHERS	21.9	0.9%	60.1	2.1%	173.5%	158.9%	- 3.3%	18.0%
TOTAL	2 331.9	100.0%	2 925.2	100.0%	25.4%	12.8%	- 0.2%	12.9%



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31ST, 2021

COUNTRY	Q4 only				Change			
	2020	%	2021	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	216.8	38.2%	274.1	34.5%	26.4%	8.7%	0.0%	17.7%
INTERNATIONAL	350.5	61.8%	520.7	65.5%	48.5%	19.8%	2.1%	26.6%
NORTH AMERICA	70.3	12.4%	103.9	13.1%	47.9%	12.9%	5.7%	29.3%
GERMANY	43.2	7.6%	73.6	9.3%	70.2%	38.5%	0.0%	31.7%
SPAIN	37.1	6.5%	56.8	7.1%	53.0%	38.3%	0.0%	14.7%
ITALY	32.1	5.7%	53.3	6.7%	66.1%	36.0%	0.0%	30.1%
ASIA PACIFIC	35.0	6.2%	51.3	6.5%	46.4%	0.7%	2.4%	43.3%
SCANDINAVIA	41.8	7.4%	44.3	5.6%	5.8%	0.5%	1.1%	4.2%
BENELUX	37.8	6.7%	44.9	5.6%	18.8%	2.5%	0.0%	16.3%
UK	21.4	3.8%	41.7	5.2%	95.0%	36.7%	8.9%	49.4%
SWITZERLAND	13.7	2.4%	17.3	2.2%	26.4%	0.0%	2.4%	24.0%
EASTERN EUROPE	12.2	2.2%	17.7	2.2%	44.7%	1.5%	-2.9%	46.1%
OTHERS	5.8	1.0%	15.9	2.0%	172.6%	150.2%	-0.8%	23.3%
TOTAL	567.4	100.0%	794.8	100.0%	40.1%	15.6%	1.3%	23.2%



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31ST 2021

COUNTRY	Q1 2021		Q2 2021		Q3 2021		Q4 2021		FY 2021	
	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect
FRANCE	- 12.7%	- 15.3%	24.9%	21.3%	26.5%	19.0%	26.4%	17.7%	13.7%	8.4%
INTERNATIONAL	6.8%	- 5.6%	32.6%	18.8%	48.7%	26.9%	48.5%	26.6%	32.9%	15.7%
NORTH AMERICA	- 9.9%	- 9.7%	20.9%	22.3%	48.3%	35.5%	47.9%	29.3%	24.1%	17.3%
GERMANY	- 5.0%	- 23.9%	34.3%	11.1%	60.1%	24.6%	70.2%	31.7%	35.9%	7.9%
SPAIN	24.9%	- 5.6%	44.7%	12.2%	49.9%	16.4%	53.0%	14.7%	42.6%	8.9%
ITALY	61.9%	21.2%	76.1%	35.8%	66.7%	30.3%	66.1%	30.1%	67.7%	29.4%
ASIA PACIFIC	37.4%	15.5%	30.7%	22.8%	56.1%	38.9%	46.4%	43.3%	42.9%	31.0%
SCANDINAVIA	- 12.0%	- 15.3%	19.2%	15.0%	10.4%	8.8%	5.9%	4.2%	4.4%	1.6%
BENELUX	3.0%	3.0%	9.5%	9.5%	13.7%	11.5%	18.8%	16.3%	11.1%	9.9%
UK	- 10.8%	- 11.7%	30.6%	24.6%	107.7%	60.4%	95.0%	49.4%	47.3%	25.6%
SWITZERLAND	- 3.2%	- 1.1%	6.0%	9.6%	14.7%	15.5%	26.4%	24.0%	10.6%	11.7%
EASTERN EUROPE	20.7%	22.7%	39.5%	39.1%	39.5%	40.6%	44.7%	46.1%	36.2%	37.2%
OTHERS	132.9%	4.7%	211.2%	24.4%	182.9%	20.3%	172.6%	23.3%	173.5%	18.0%
TOTAL	- 1.3%	- 9.6%	29.8%	19.7%	40.2%	23.9%	40.1%	23.2%	25.4%	12.9%



BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT DECEMBER 31ST 2021

Aerospace, Defense & Security

17,2 % 2020

16,6 % ↘

Aerospace

Airbus, Safran, Leonardo, Thales, Dassault Aviation, Rolls Royce...

Defense & Security

Airbus DS, Thales, MBDA, Saab, Leonardo, Idemia...

Media

Ebay, Canal +, Prisa, Electronique, ASML, HP, Infineon...

Telecoms & Multimédias

13,8 % 2020

12,7 % ↘

Telecom

Orange, Telefonica, BT, Nokia, Ericsson, Qualcomm, Altice...

IT Services & Finance

20,6 % 2020

24,0 % ↗

Bank / Finance / Insurance

Société Générale, Axa, BNP, CNP, Sabadell, Santander, BPCE, Intesa...

Automotive

Volvo, Renault, Stellantis, VW, Ford, BMW, Jaguar, Land Rover, Continental, Daimler, Faurecia, ZF, Bosch...

Automotive & Rail / Naval

↘ **20,6 %** 21,8 % 2020

Rail / Naval

Alstom, Bombardier, Siemens, Naval Group...

Energy

EDF, TotalEnergies, Gamesa, Siemens, GE, Technip, Chevron, Engie...

Energy & Life Sciences

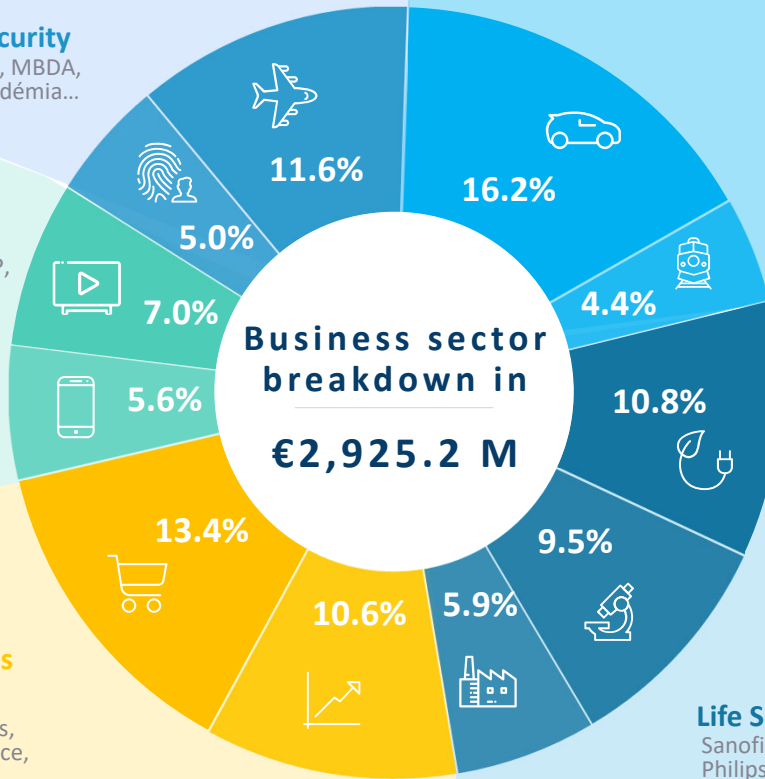
↘ **26,1 %** 26,6 % 2020

Life Science

Sanofi, GSK, Novartis, Roche, Philips, GE...

Other industries

Saint-Gobain, ABB, Valmet, Kone...



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Activity at the end of December 2021

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