

Paris, January 29<sup>th</sup> 2019

5:40 pm

## BUSINESS AT THE END OF DECEMBER 2018

- **Sharp growth of activity: +14.4%**
- **Strong organic growth: +12%**
- **10 international acquisitions**

€ million	2017 As released	2017 IFRS 15	2018 IFRS 15	Year-on- year change
<b>Revenue</b>	<b>1,975.4</b>	<b>1,984.7</b>	<b>2,269.9</b>	<b>+14.4%</b>
▪ Of which France	914.4 i.e. 46.3% of total revenue	925.6% i.e. 46.6% of total revenue	1,029.9% i.e. 45.4% of total revenue	+11.3%
▪ Of which International	1,061.1 i.e. 53.7% of total revenue	1,059.1% i.e. 53.4% of total revenue	1,240.0% i.e. 54.6% of total revenue	+17.1%
<b>Headcount</b>	<b>28,000</b>	<b>28,000</b>	<b>33,700</b>	<b>+20.4%</b>

Please note the new IFRS 15 Revenue from Contracts with Customers standards implemented in January 1st 2018 do not bear a significant impact on the information that is released.

### BUSINESS UP +14.4% AT END OF DECEMBER

Business continued to grow all through 2018 both in France (+11.3%) and abroad (+17.1%). On a like-for-like basis, organic growth has further accelerated to reach 12% (11.3% in France and 12.7% outside France).

Q4 2018 revenue has reached €613.5 M, hence up +16.7% as compared to 2017 (€525 M). On a like-for-like basis and constant exchange rate, business grows by 13.7% (14.1% in France and 13.3% on an international level).

All geographical areas – with the exception of Germany - are in sharp growth (>10%).

All business sectors are growing, more particularly Aerospace, Automotive, Life Sciences, Defense & Security and Rail/Naval.

### EXTERNAL GROWTH: 10 ACQUISITIONS OUTSIDE FRANCE

In a strategic context of international growth, ALLEN is consolidating its positions abroad and has carried out 10 acquisitions outside France (8 in Europe and 2 in Asia):

- 3 companies in Germany/Austria (annual revenue: €21.5 M, 255 consultants)
- 2 companies in Spain (annual revenue: €27.5 M, 570 consultants)
- 2 companies in Scandinavia: Sweden/Finland (annual revenue: €18 M, 155 consultants)
- 1 company in Netherlands (annual revenue: €6.5 M, 90 consultants)
- 1 company in China (annual revenue: €7 M, 160 consultants)
- 1 company in India (annual revenue: €1.3 M, 100 consultants)

### OUTLOOK FOR 2019:

Assuming similar economic conditions as in 2018, ALTEN should achieve a positive organic growth in 2019 and should be able to strengthen its targeted strategy of external growth.

### NEXT RELEASE:

2018 full-year results:

Analyst meeting: Wednesday, February 20<sup>th</sup> 2019

Press release: Tuesday, February 19<sup>th</sup> 2019 after market closing

# PRESS RELEASE



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*Appendix to Press Release:*

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

The ALTEN 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 2018

€M	2017 Revenue as released	2017 Revenue restated of IFRS 15	2018 Revenue	% Change
<b>Revenue on a like-for-like basis</b>	<b>1,975.4</b>	<b>1,984.7</b>	<b>2,223.1</b>	<b>12.0%</b>
France	914.4	925.6	1,029.9	11.3%
International	1,061.1	1,059.1	1,193.2	12.7%
<b>Scope variation</b>			<b>70,6</b>	<b>3.6%</b>
France				
International			70,6	6.7%
<b>Exchange rate impact</b>			<b>-23,8</b>	<b>-1.2%</b>
France				
International			-23,8	-2.2%
<b>Group revenue</b>	<b>1,975.4</b>	<b>1,984.7</b>	<b>2,269.9</b>	<b>14.4%</b>
France	914.4	925.6	1,029.9	11.3%
International	1,061.1	1,059.1	1,240.0	17.1%