

PRESS RELEASE

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BUSINESS AT THE END OF SEPTEMBER 2019: +16.9%

- Strong organic growth: +12.0%

€ million	2018	2019	Year-on-year change
Revenue	1,656.3	1,936.4	+16,9%
▪ Of which France	752.0 i.e. 45.4% of total revenue	844.6 i.e. 43.6% of total revenue	+12.3%
▪ Of which International	904.3 i.e. 54.6 % of total revenue	1,091.8 i.e. 56.4 % of total revenue	+20.7%

BUSINESS UP 16.9% AT THE END OF SEPTEMBER 2019

Business grows by 16.9% at the end of September 2019 both in France (12.3%) and abroad (20.7%). On a like-for-like basis and constant exchange rate, business grows by 12.0% (12.3% in France and 11.7% outside France).

Business in Q3 grows by 15.8% (10.2% in France and 20.3% abroad). On a like-for-like basis, business grows by 10.9%. As compared to Q3 last year, Q3 2019 has benefited from one more business day and has therefore produced 1.4% of additional growth.

In France, organic growth remains sustained, reaching 10.2%. On an international level, business grows by 11.5%, following on H1 2019.

Outside France, Italy, Asia and North America experience sharp growth.

Following on this first semester, all business sectors are growing, more specifically Rail/Naval, Aerospace, as well as Defense/Security.

OUTLOOK FOR 2019:

Assuming similar economic conditions, ALLEN confirms it should achieve a satisfactory organic growth around 10% in 2019. ALLEN will also further develop its targeted strategy of external growth to accelerate its expansion, more particularly on an international level.

AGENDA

- Publication of Q4 2019 results : Wednesday, January 29th 2020
- Full-year 2019 results: Wednesday, February 19th 2020

About ALLEN

For more information: www.alten.com/investisseurs/ / Contact: ESCAL Consulting Tel: + 33 1 44 94 95 66

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

ALLEN'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).

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 Q3 2019

€M	Q3 2018 Revenue	Q3 2019 Revenue	% Change
Revenue on a like-for-like basis	1,656.3	1,854.3	12.0%
France	752.0	844.6	12.3%
International	904.3	1,009.7	11.7%
Scope variation		70.6	4.3%
France		-	-
International		70.6	7.8%
Exchange rate impact		11.4	0.7%
France		-	-
International		11.4	1.3%
Group revenue	1,656.3	1,936.4	16.9%
France	752.0	844.6	12.3%
International	904.3	1,091.8	20.7%