

# ALTEN

Activity at the end  
of September 2018

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*Deputy Chief Executive Officer*

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October 24<sup>th</sup>, 2018



# Breakdown of turnover per geographical area

## September 30<sup>th</sup> 2018 (in M€)



COUNTRY	Q3 only				Change			
	2017	%	2018	%	Released	Change in scope	Forex	Organic, excluding Forex effect
France	217.2	46.4%	248.2	44.6%	14.3%	0.0%	0.0%	14.3%
International	250.9	53.6%	308.2	55.4%	22.8%	9.6%	-1.4%	14.6%
North America	47.9	10.2%	67.4	12.1%	40.6%	24.4%	0.2%	16.0%
Germany	52.3	11.2%	59.2	10.6%	13.2%	8.1%	0.0%	5.1%
Scandinavia	33.7	7.2%	35.7	6.4%	6.1%	0.0%	-7.9%	14.1%
Spain/Portugal	22.9	4.9%	28.9	5.2%	26.4%	9.6%	0.0%	16.8%
Italia	17.6	3.8%	20.5	3.7%	16.0%	0.0%	0.0%	16.0%
UK	19.6	4.2%	20.3	3.7%	3.6%	0.0%	0.5%	3.2%
Belgium	15.3	3.3%	17.7	3.2%	15.6%	0.0%	0.0%	15.6%
Netherlands	14.1	3.0%	17.4	3.1%	23.2%	0.0%	0.0%	23.2%
Asia Pacific	10.4	2.2%	17.3	3.1%	67.3%	15.2%	-6.1%	58.2%
Others	17.2	3.7%	23.8	4.3%	38.6%	25.3%	-2.2%	15.5%
<b>TOTAL</b>	<b>468.1</b>	<b>100.0%</b>	<b>556.4</b>	<b>100.0</b>	<b>18.9%</b>	<b>5.1%</b>	<b>-0.7%</b>	<b>14.5%</b>

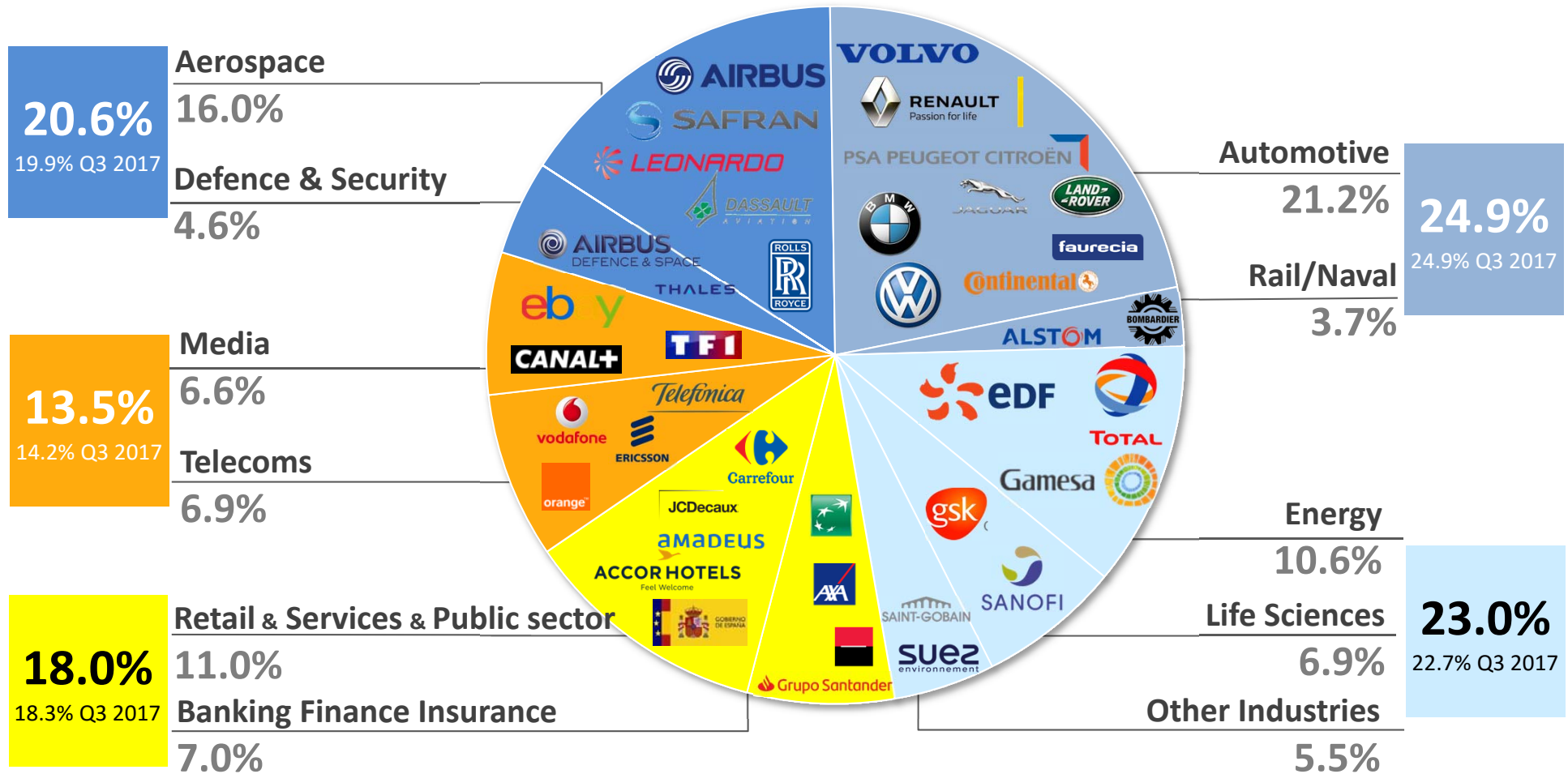
# Breakdown of turnover per geographical area

## September 30<sup>th</sup> 2018 (in M€)



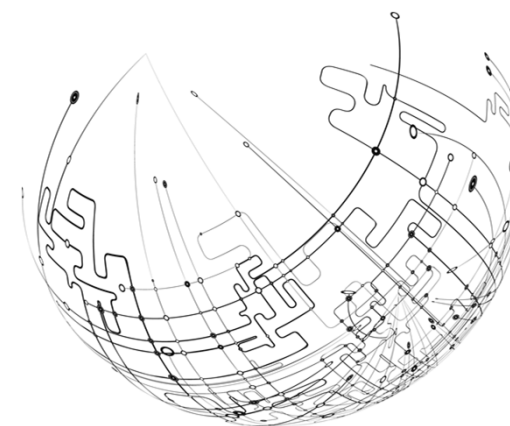
COUNTRY	YTD				Change			
	2017	%	2018	%	Released	Change in scope	Forex	Organic, excluding Forex effect
France	682.1	46.7%	752.0	45.4%	10.3%	0.0%	0.0%	10.3%
International	777.0	53.3%	904.3	54.6%	16.4%	6.9%	-2.9%	12.4%
North America	144.3	9.9%	188.9	11.4%	30.9%	22.8%	-7.6%	15.7%
Germany	156.6	10.7%	165.9	10.0%	5.9%	2.7%	0.0%	3.2%
Scandinavia	114.3	7.8%	120.8	7.3%	5.7%	0.0%	-5.8%	11.5%
Spain/Portugal	69.4	4.8%	84.5	5.1%	21.9%	3.2%	0.0%	18.7%
Italia	56.2	3.9%	63.3	3.8%	12.5%	0.0%	0.0%	12.5%
UK	63.3	4.3%	61.1	3.7%	-3.6%	0.0%	-1.0%	-2.6%
Belgium	48.2	3.3%	55.3	3.3%	14.7%	0.0%	0.0%	14.7%
Netherlands	43.1	3.0%	51.6	3.1%	19.7%	0.0%	0.0%	19.7%
Asia Pacific	29.5	2.0%	42.9	2.6%	45.5%	5.4%	-8.6%	48.7%
Others	52.0	3.6%	70.1	4.2%	34.8%	24.7%	-4.0%	14.2%
<b>TOTAL</b>	<b>1,459.0</b>	<b>100.0%</b>	<b>1,656.3</b>	<b>100.0%</b>	<b>13.5%</b>	<b>3.7%</b>	<b>-1.6%</b>	<b>11.4%</b>

# BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) YTD Q3 2018



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## Contact

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