

ALLEN

Activity at the end of December 2024



ALLEN

Bruno Benoliel
Deputy Chief Executive Officer

Paris, January 27th, 2025



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31TH 2024

COUNTRY	FY				Change			
	2023	%	2024	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	1,297.9	31.9%	1,360.3	32.8%	4.8%	0.0%	0.0%	4.8%
IBERIC	371.1	9.1%	411.8	9.9%	11.0%	1.9%	0.0%	9.0%
ITALY	312.2	7.7%	340.9	8.2%	9.2%	0.0%	0.0%	9.2%
GERMANY	367.4	9.0%	318.2	7.7%	- 13.4%	0.2%	0.0%	- 13.6%
UK	315.2	7.7%	284.2	6.9%	- 9.8%	0.0%	2.4%	- 12.2%
BENELUX	227.5	5.6%	225.1	5.4%	- 1.0%	0.0%	0.0%	- 1.0%
SCANDINAVIA	179.6	4.4%	159.1	3.9%	- 11.4%	0.0%	0.2%	- 11.6%
EASTERN EUROPE	113.5	2.8%	133.2	3.2%	17.3%	19.7%	3.1%	- 5.4%
SWITZERLAND	61.4	1.5%	52.4	1.3%	- 14.6%	0.0%	1.7%	- 16.3%
EUROPE (W/O FRANCE)	1,947.9	47.9%	1,924.9	46.5%	- 1.2%	1.6%	0.6%	- 3.4%
NORTH AMERICA	482.9	11.9%	486.2	11.7%	0.7%	2.2%	- 0.5%	- 1.0%
ASIA PACIFIC	320.7	7.9%	353.5	8.5%	10.2%	12.6%	- 2.4%	0.0%
OTHERS	19.4	0.5%	18.4	0.5%	- 5.3%	0.0%	- 2.8%	- 2.5%
TOTAL	4,068.8	100%	4,143.3	100%	1.8%	2.0%	0.1%	- 0.2%



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31TH 2024

COUNTRY	Q4 only				Change			
	2023	%	2024	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	334.4	32.4%	341.1	33.2%	2.0%	0.0%	0.0%	2.0%
IBERIC	92.9	9.0%	105.6	10.3%	13.6%	2.1%	0.0%	11.6%
ITALY	83.5	8.1%	88.3	8.6%	5.9%	0.0%	0.0%	5.9%
GERMANY	89.5	8.7%	70.2	6.8%	- 21.5%	0.0%	0.0%	- 21.5%
UK	75.0	7.3%	67.4	6.6%	- 10.1%	0.0%	3.7%	- 13.8%
BENELUX	58.0	5.6%	54.7	5.3%	- 5.7%	0.0%	0.0%	- 5.7%
SCANDINAVIA	45.2	4.4%	36.7	3.6%	- 18.9%	0.0%	- 0.2%	- 18.7%
EASTERN EUROPE	32.2	3.1%	35.1	3.4%	9.1%	13.0%	1.7%	- 5.7%
SWITZERLAND	14.9	1.4%	12.5	1.2%	- 16.2%	0.0%	1.6%	- 17.8%
EUROPE (W/O FRANCE)	491.2	47.6%	470.5	45.8%	- 4.2%	1.2%	0.7%	- 6.1%
NORTH AMERICA	121.5	11.8%	117.8	11.5%	- 3.1%	0.0%	- 0.3%	- 2.8%
ASIA PACIFIC	79.7	7.7%	92.0	9.0%	15.4%	17.3%	- 0.2%	- 1.7%
OTHERS	4.8	0.5%	5.2	0.5%	7.4%	0.0%	- 1.7%	9.1%
TOTAL	1,031.6	100%	1,026.6	100%	- 0.5%	1.9%	0.3%	- 2.7%

BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT DECEMBER 31TH 2024

Aerospace, Defense, Security & Naval

Market trend → 23.4%

Aerospace

Airbus, Airbus DS, Rolls-Royce, Safran, Thales, Dassault Aviation, Leonardo, CNES, Arianegroup...

Defense, Security & Naval

Airbus DS, Thales, MBDA, Naval Group, Leonardo...

Energy

EDF, Total Energies, Technip, Engie, ENI, Chevron, Siemens, GE...

Energy, Life Sciences & Industrial Equipment

Market trend → 29.9%

Life Sciences

Sanofi, Novartis, Roche, Johnson&Johnson, Merck, Pfizer...

Industrial equipment & Electronics

ASML, ABB, Valmet, Infineon, HP, Saint-Gobain, Kone...

Telecoms

Bouygues, Orange, Ericsson, Telefonica, Nokia...

Automotive & Rail

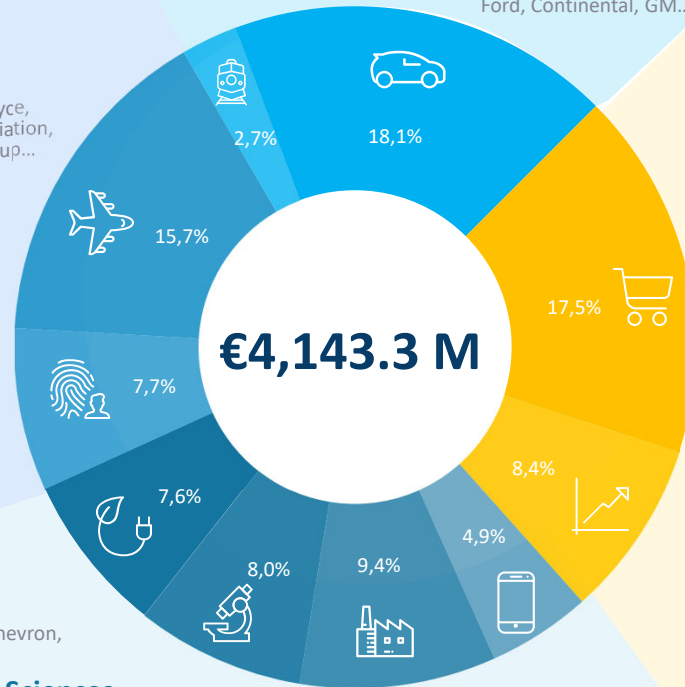
Market trend → 20.8%

Rail

Alstom-Bombardier, Siemens...

Automotive

Stellantis, Volkswagen, Renault, Volvo, ZF, BMW, Ford, Continental, GM...



Retail, Services, Media & Public sector

Decathlon, Amadeus, Carrefour, Accor Hotels, Manpower, Ebay, Prisa, Canal+...

Service, Retail, Bank Media & Public sector

Market trend → 25.9%

Bank, Finance & Insurance

BNP Paribas, Société Générale, Morgan Stanley, HSBC, La Caixa, Crédit Agricole, BPCE, Reliance, Axa, Santander, Intesa...

Annex

Bruno Benoliel
Deputy Chief Executive Officer

Paris, January 27th, 2025



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31TH 2024

COUNTRY	Q1 2024		Q2 2024		Q3 2024		Q4 2024	
	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect
FRANCE	6.0%	6.0%	5.4%	5.4%	5.9%	5.9%	2.0%	2.0%
IBERIC	7.4%	5.5%	11.5%	9.6%	11.5%	9.5%	13.6%	11.6%
ITALY	13.9%	13.9%	9.4%	9.4%	8.0%	8.0%	5.9%	5.9%
GERMANY	- 7.7%	- 8.0%	- 9.0%	- 9.3%	- 15.5%	- 15.7%	- 21.5%	- 21.5%
UK	- 10.7%	- 13.4%	- 8.4%	- 10.2%	- 10.2%	- 11.7%	- 10.1%	- 13.8%
BENELUX	2.3%	2.3%	1.4%	1.4%	- 2.2%	- 2.2%	- 5.7%	- 5.7%
SCANDINAVIA	- 8.2%	- 7.8%	- 10.2%	- 10.0%	- 8.1%	- 10.2%	- 18.9%	- 18.7%
EASTERN EUROPE	25.0%	- 5.2%	10.5%	- 6.8%	26.2%	- 4.2%	9.1%	- 5.7%
SWITZERLAND	- 15.0%	- 18.7%	- 11.6%	- 12.1%	- 15.5%	- 16.4%	- 16.2%	- 17.8%
EUROPE (W/O FRANCE)	0.6%	- 1.9%	0.1%	- 1.6%	- 1.2%	- 3.9%	- 4.2%	- 6.1%
NORTH AMERICA	1.4%	- 3.5%	5.2%	1.4%	- 0.7%	0.9%	- 3.1%	- 2.8%
ASIA PACIFIC	10.0%	4.0%	6.4%	- 1.3%	9.1%	- 1.1%	15.4%	- 1.7%
OTHERS	- 18.9%	- 17.4%	- 13.6%	- 10.7%	4.9%	10.2%	7.4%	9.1%
TOTAL	3.1%	0.8%	2.8%	1.0%	2.0%	0.1%	- 0.5%	- 2.7%

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