



Alan Allman Associates reports turnover growth of +17% at constant exchange rates for full-year 2023

- Turnover growth for Q4 2023: +13% (at constant exchange rates)
- 4th quarter 2023 turnover growth in Europe of +15%.
- Full-year 2023 turnover growth of +17% (at constant exchange rates)
- Launch of Asia zone: Singapore, Hong Kong...

Issy-les-Moulineaux, February 28, 2024 - 6pm - Alan Allman Associates (Euronext Paris - FR0000062465 - the "Ecosystem" - AAA), an ecosystem of international consulting firms, announces its turnover for the 4th quarter of fiscal 2023 and cumulative sales for 2023.

2023, A YEAR MARKED BY THE SIGNIFICANT FALL IN THE CANADIAN DOLLAR

The year 2023 will continue to be marked by the significant fall in the Canadian dollar. This unexpected and unpredictable fluctuation had a major impact on the markets. The impact of this fluctuation in the Canadian dollar is significant. In this context, it is essential to carry out analyses and comparisons using constant dollar references in order to better assess economic and financial performance. This approach provides a better understanding of real changes and long-term trends.

SIGNIFICANT TURNOVER GROWTH IN Q4 2023 (+13% AT CONSTANT EXCHANGE RATES) IN A TENSE ECONOMIC CLIMATE, DRIVEN IN PARTICULAR BY GROWTH IN EUROPE (+15%)

TURNOVER (in €K)	Q4 2023 (unaudited)	Var. in %	Q4 2023 at constant exchange rate (unaudited)	Var. in % at constant exchange rate ²	Q4 2022
Europe perimeter	53 546	15%	53 546	15%	46 524
<i>In CAD K</i>	78 456 ¹	23%	73 347	15%	63 729 ²
North America perimeter	38 555	-4%	41 240	2%	40 333
<i>In CAD K</i>	56 491 ¹	2%	56 491	2%	55 248 ²
Asia perimeter	3 209	x 100	3 209	x 100	31
<i>In CAD K</i>	4 702 ¹	x 110	4 396	x 100	42 ²
Consolidated perimeter	95 310	10%	97 995	13%	86 888
<i>In CAD K</i>	139 648 ¹	17%	134 234	13%	119 019 ²

¹ Average exchange rate for the 4th quarter 2023 used as a reference for conversions in this press release: 1EUR = 1.4652CAD

² Average exchange rate for Q4 2022 used as a reference for conversions in this press release: 1EUR = 1.3698CAD



ALAN ALLMAN ASSOCIATES



In the fourth quarter of 2023, Alan Allman Associates continued its turnover growth compared with the fourth quarter of 2022 (+13% at constant exchange rates). This growth, in a complicated economic context, testifies to the performance, attractiveness and resilience of the unique Alan Allman Associates ecosystem model.

The fourth quarter was marked in particular by the integration of new firms in new international zones: Asia, the Netherlands and the Iberian Peninsula.

Europe continues to progress, with turnover growth of +15% in Q4 2023 versus Q4 2022. Growth was both organic and external, with the integration during the 4th quarter of Data eXcellence in the Netherlands and Winning Consulting in Spain and Portugal.

The Iberian peninsula will further strengthen Alan Allman Associates' positions in Europe. The region is experiencing significant growth in sectors such as banking, information technology, tourism, renewable energies and pharmaceuticals, sectors in which Alan Allman Associates already has in-depth expertise. Alan Allman Associates is expanding its presence in Lisbon, Porto, Madrid and Barcelona.

North America is stable in Q4 2023 versus Q4 2022. In a tense Canadian market, Alan Allman Associates maintains its turnover. North America accounted for 40.5% of total fourth-quarter turnover.

Asia, hitherto an observation platform for the ecosystem, saw the development of the we+ brand mainly in Singapore and Hong Kong, with extensions in the region (Shanghai, Taiwan...). This region represents a strategic step in Alan Allman Associates' expansion strategy, and reinforces the company's commitment to excellence in consulting. Our presence in this area will enable us to better serve our clients and contribute to the sustainable development of this promising region.

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TOTAL TURNOVER 2023 UP +17% ON 2022 AT CONSTANT EXCHANGE RATES. ALAN ALLMAN ASSOCIATES ACHIEVES 99% OF ITS TARGET

Turnover (in €K)	Combined 2023 (unaudited)	Var. in %	Combined 2023 at constant exchange rate	Var. in % at constant exchange rate ⁴	Combined 2022
Europe perimeter	206 112	22%	206 112	22%	168 421
<i>In CAD K</i>	300 820 ³	30%	282 270	22%	230 653 ⁴
North America perimeter	156 192	3%	166 457	9%	152 132
<i>In CAD K</i>	227 962 ³	9%	227 962	9%	208 345 ⁴
Asia perimeter	3 297	x 27	3 297	x 27	117
<i>In CAD K</i>	4 812 ³	x 29	4 515	x 27	160 ⁴
Consolidated perimeter	365 601	14%	375 866	17%	320 669
<i>In CAD K</i>	533 595 ³	22%	514 748	17%	439 156 ⁴

Alan Allman Associates closes 2023 with a significant increase in turnover (+17% versus 2022 at constant exchange rates). At constant exchange rates, Alan Allman Associates achieves a turnover of 375.9 million euros in 2023, very close to its target of 380 million euros. At constant exchange rates, Alan Allman Associates achieved **99% of its turnover target for fiscal 2023**.

This performance was driven in particular by the arrival of new companies, the strengthening of its positions in its two historical platforms and the significant development of its presence in Asia.

About Alan Allman Associates

Alan Allman Associates is an ecosystem of strong brands, specializing in digital transformation, created in 2009 through acquisitions and internal performance development in the consulting world. With offices in Europe and North America, the Ecosystem maintains a network of dynamic, value-creating relationships in 4 areas: high-tech consulting, industrial transformation consulting, digital marketing consulting and strategy and management consulting. Alan Allman Associates has been awarded the Happy At Work label, ISO 9001 certification and an Ecovadis Gold Medal for its CSR performance.

Alan Allman Associates is listed on Compartment B of Euronext Paris (FR0000062465 - mnemonic AAA).

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³ Average exchange rate for the 2023 financial year used as a reference for conversions in this press release: 1EUR = 1.4595CAD

⁴ Average exchange rate for fiscal 2022, used as a reference for conversions in this press release: 1EUR = 1.3695CAD

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