



Alan Allman Associates raises its sales target for 2025

- Sales target raised to 550 million euros by 2025 from 480 million euros in the RISE 2025 strategic plan
- Continued improvement in Operating Income from Activity (ROA) in line with profitable growth strategy

Issy-les-Moulineaux, June 21 2023 - Alan Allman Associates (Euronext Paris - FR0000062465 - the "Ecosystem" - AAA), an ecosystem of international consulting firms specializing in strategy and the digital transformation of organizations, today announced an increase in its sales target for 2025 initially announced as part of its **RISE 2025** strategic plan.

In view of the excellent results for the 2022 financial year, including audited sales of €321 million (*CAD 439 million*), accelerating by +81.3% between 2021 and 2022, and the ongoing momentum of all the ecosystem's activities, as well as the acquisitions made in recent years, Alan Allman Associates is announcing an increase in the target given in the **RISE 2025** plan from **€480 million to €550 million**.

Alan Allman Associates updated its forecast based on stronger-than-anticipated growth in the plan's intermediate financial years. Sales in 2022 are thus 3 years ahead of the initial assumptions made for **RISE 2025**. This strong momentum has been fuelled by a strategy of strong brands, the upmarket move of the ecosystem and a proven ability to generate cross-selling. At the same time, the ecosystem was able to integrate new acquisitions in promising areas of expertise such as Business Intelligence and Digital Marketing.

The increase in the target is also based on a trend that remains favorable internationally, with growth in North America reaching +153.3% in 2022 (versus 2021) for 2022 sales of €152 M (*CAD 209 M*) in a complex environment.

The attractiveness of the ecosystem remains strong, as demonstrated by the 12 consulting firms that have joined Alan Allman Associates in France and Canada since the beginning of 2023.

In line with our strategy of profitable growth, Operating Income from activity (ROA) should also continue to grow, having tripled between 2020 and 2022, underpinned by the ramp-up of acquired practices and tight cost control.



ALAN ALLMAN ASSOCIATES

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. Established in Europe and North America, the Ecosystem maintains a network of dynamic, value-creating relationships in 3 areas: high-tech consulting, industrial transformation 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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Forward-looking statements

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