



## Alan Allman Associates posts revenue growth of +6% for the first half of 2024 versus H1 2023

- Sustained revenue in Q2 2024 at 91,5 million euros
- A first half with +6% growth in a challenging economic context and without acquisitions in 2024
- Significant investments in brands and offerings

Issy-les-Moulineaux, August 28, 2024 – 18h – Alan Allman Associates (Euronext Paris – FR0000062465 – the “Ecosystem” - AAA), an international consulting ecosystem, announces its revenue for the second quarter of the 2024 financial year.

### A SECOND QUARTER OF 2024 OF CONSOLIDATION

Unaudited revenues (in K€)	Q2 2024	Q2 2023
Europe and North Africa perimeter	52 581	52 113
<i>In K CAD</i>	77 458 <sup>1</sup>	76 195 <sup>2</sup>
North America perimeter	36 192	39 843
<i>In K CAD</i>	53 314 <sup>1</sup>	58 255 <sup>2</sup>
Asia and Middle East perimeter	2 786	29
<i>In K CAD</i>	4 105 <sup>1</sup>	42 <sup>2</sup>
<b>Consolidated perimeter</b>	<b>91 559</b>	<b>91 985</b>
<i>In K CAD</i>	134 876 <sup>1</sup>	134 492 <sup>2</sup>

Despite a globally challenging and uncertain economic context at the beginning of the year and without any acquisitions, Alan Allman Associates managed to maintain stable revenue in the second quarter of 2024. Thus, in Q2 2024, Alan Allman Associates achieved revenue of 92 million euros (134 million Canadian dollars<sup>1</sup>).

Europe was penalized by the decline in activity in the banking sector in the second quarter of 2024. Performance improvement measures, particularly through the consolidation of the ecosystem's finance brands under a single brand, DynaFin Consulting, were undertaken. The ecosystem also continued to invest in major and structuring strategic initiatives for the future: the deployment of its excellence offerings, particularly in the fields of Artificial Intelligence, RPA, cybersecurity, and data, the creation of a Center of Excellence, and training in these cutting-edge expertise areas. The Iberian Peninsula saw a consolidation of its activity.

<sup>1</sup> Average exchange rate for the second quarter of 2024 used as a reference for conversions in this press release: 1 EUR = 1.4731 CAD

<sup>2</sup> Average exchange rate for the second quarter of 2023 used as a reference for conversions in this press release: 1 EUR = 1.4621 CAD

#### ALAN ALLMAN ASSOCIATES

Bâtiment Amiral  
Hall 2 - 4<sup>ème</sup> étage  
15 rue Rouget de Lisle  
92130 Issy-Les-Moulineaux

Tel: 01 74 90 50 40  
www.alan-allman.com  
www.aaa-job.com



North America was more strongly impacted by the decline in activity in the banking sector. Actions were taken to reduce low-margin activities.

Asia is seeing a takeoff in its activity. Alan Allman Associates asserts its consolidation in Asia-Pacific.

In summary, this stability reflects the resilient capacity of the ecosystem and its ability to effectively manage resources and maintain strong relationships with its clients. Alan Allman Associates continues the diversification of risks, the consolidation of the geographical areas where the ecosystem is present, and the development of high-growth sectors.

### FIRST HALF OF 2024 WITH +6% GROWTH COMPARED TO H1 2023

Unaudited revenue (in K€)	H1 2024	H1 2023	Var. in %
Europe And North Africa perimeter	<b>108 895</b>	<b>102 462</b>	<b>+ 6 %</b>
<i>In K CAD</i>	159 912 <sup>3</sup>	149 235 <sup>4</sup>	<b>+ 7 %</b>
North America perimeter	<b>77 708</b>	<b>79 530</b>	<b>- 2 %</b>
<i>In K CAD</i>	114 114 <sup>3</sup>	115 836 <sup>4</sup>	<b>- 1 %</b>
Asia and Middle East perimeter	<b>5 812</b>	<b>61</b>	<b>x 95</b>
<i>In K CAD</i>	8 535 <sup>3</sup>	89 <sup>4</sup>	<b>x 95</b>
<b>Consolidated perimeter</b>	<b>192 414</b>	<b>182 053</b>	<b>+ 6 %</b>
<i>In K CAD</i>	282 560 <sup>3</sup>	265 160 <sup>4</sup>	<b>+ 7 %</b>

In the first six months of 2024, Alan Allman Associates recorded consolidated revenue of 192 million euros (282 million Canadian dollars) compared to 182 million euros (265 million Canadian dollars) in the same period in 2023. A revenue growth of +6% in an uncertain economic context, remains above market trends.

During this first half, Alan Allman Associates actively engaged in the implementation of its 3.0 program, which consists of bringing together brands with similar or complementary expertise to create strong and leading brands in their field.

- A brand expert in project & organization performance and data valuation, **Argain Consulting Innovation** (merging the firms Argain, ACI Projets, and Siderlog Conseil), was created.
- **We+** now offers its digital transformation expertise in the Benelux after France and Asia with the merger of the brands Continuum, Jidoka, and Digitalum.
- The ecosystem also deployed its **Dynafin Consulting** brand in France by leveraging the AiYo and Keyboss brands.

<sup>3</sup> Average exchange rate for the first half of 2024 used as a reference for conversions in this press release: 1 EUR = 1.4685 CAD

<sup>4</sup> Average exchange rate for the first half of 2023 used as a reference for conversions in this press release: 1 EUR = 1.4565 CAD



ALAN ALLMAN ASSOCIATES

## THE ECOSYSTEM'S OUTLOOK FOR 2024

In the next half of 2024, Alan Allman Associates will continue to invest in the 5 priorities of its RISE 2025 strategic plan:

- **Client Focus:** Develop promising & resilient sectors, maintain the diversity of our portfolio while preserving our independence.
- **Offer Focus:** Continue to deploy strong brands (3.0 Program) while promoting cross-selling and continuing to upscale. Continue investing in expertise related to AI, RPA, data, cloud, and cybersecurity, among others.
- **Talent Focus:** Recruit +700 talents/year while directing our training investment towards future-oriented jobs and innovation.
- **Geography Focus:** Consolidate our presence in Europe, Asia, and North America and strengthen our presence in the Iberian Peninsula.
- **Finance Focus:** Continue our external growth while consolidating operational synergies between firms, firm mergers, and cost reduction.

### **About Alan Allman Associates**

*Created in 2009 through acquisitions and internal performance development, Alan Allman Associates is an international consulting ecosystem with about fifteen operational brands specializing in strategy and digital transformation, organized into 4 hubs: high-tech consulting, industrial transformation consulting, digital marketing consulting, and strategy & management consulting. Alan Allman Associates' mission is to shape an ambitious, inclusive, and sustainable future by helping its clients and its 3,800 consultants to meet tomorrow's challenges. Positioned in high-growth sectors (AI, cybersecurity, data, cloud...), Alan Allman Associates is present in North America, Asia, and Europe. Alan Allman Associates is certified "Happy At Work," ISO 9001 certified, and Bronze EcoVadis medalist for its CSR performance. Alan Allman Associates is listed on Euronext Paris, Compartment B (FR0000062465 – AAA mnemonic).*

### **PRESS CONTACT**

#### **Alan Allman Associates**

Florence Perrin-Méric

fperrinmeric@alan-allman.com



This document does not constitute the semi-annual financial report, which will be subject to a specific publication in accordance with Article L. 451-1-2 III of the Monetary and Financial Code, available on the website [www.alan-allman.com](http://www.alan-allman.com). This press release presents the revenue for the second quarter of 2024 and the first half of 2024 derived from Alan Allman Associates' condensed consolidated semi-annual financial statements as of June 30, 2024. The limited review procedures by the Statutory Auditors are ongoing.

## **ALAN ALLMAN ASSOCIATES**

Bâtiment Amiral  
Hall 2 - 4<sup>ème</sup> étage  
15 rue Rouget de Lisle  
92130 Issy-Les-Moulineaux

Tel: 01 74 90 50 40  
[www.alan-allman.com](http://www.alan-allman.com)  
[www.aaa-job.com](http://www.aaa-job.com)



ALAN ALLMAN ASSOCIATES


\* \* \* \* \*

### **Forward-Looking Statements**

This document may contain forward-looking information and statements about Alan Allman Associates and its subsidiaries. These statements include financial projections and estimates, as well as underlying assumptions, statements concerning plans, objectives, and expectations related to future activities, products, and services, and statements regarding future performance. Forward-looking statements can be identified by the terms "estimates," "anticipates," "aims," or similar expressions. Although the management of Alan Allman Associates believes that the expectations reflected in the forward-looking statements are reasonable, the attention of investors and holders of Alan Allman Associates securities is drawn to the fact that forward-looking information and statements are subject to numerous risks and uncertainties, many of which are difficult to predict and are generally beyond the Company's control, which could result in significant and adverse differences between actual results and the developments expressed, implied, or projected in the forward-looking statements. The risks and uncertainties that could affect the Company's ability to achieve its objectives are detailed in our Financial Report available on the Company's website ([www.alan-allman.com](http://www.alan-allman.com)). These risks, uncertainties, and other factors are not exhaustive. Other unanticipated, unknown, or unpredictable factors could also have a significant negative impact on the achievement of our objectives. Alan Allman Associates does not undertake to update its forward-looking statements due to new information, future events, or other factors. This press release and the information contained herein do not constitute an offer to sell or subscribe, nor the solicitation of an order to purchase or subscribe to Alan Allman Associates' shares or its subsidiaries in any country..

### **ALAN ALLMAN ASSOCIATES**

Bâtiment Amiral  
Hall 2 - 4 ème étage  
15 rue Rouget de Lisle  
92130 Issy-Les-Moulineaux

 **Tel:** 01 74 90 50 40  
 [www.alan-allman.com](http://www.alan-allman.com)  
[www.aaa-job.com](http://www.aaa-job.com)