



Alan Allman Associates maintains revenue growth over 9 months of +4%

- Stable revenue in the 3rd quarter of 2024 compared to the 3rd quarter of 2023
- Growth in key regions: Iberian Peninsula and APAC
- Cumulative revenue growth over the first 9 months of 2024: +4%

Issy-les-Moulineaux, October 23, 2024 – 6 PM – Alan Allman Associates (Euronext Paris - FR0000062465 – the "Ecosystem" - AAA), an international ecosystem of consulting firms, announces its revenue for the 3rd quarter of the 2024 fiscal year and cumulative revenue for the first nine months of 2024.

A STABLE REVENUE IN Q3 2024 COMPARED TO Q3 2023

Revenues not audited (in K€)	Q3 2024	Q3 2023	Var. in %
Europe perimeter	48 594	49 857	-3 %
<i>In CAD\$K</i>	72 803 ²	72 772 ¹	0%
North America perimeter	36 427	38 441	-5%
<i>In CAD\$K</i>	54 574 ²	56 109 ¹	-3 %
Asia perimeter	2 860	27	x103
<i>In CAD\$K</i>	4 285 ²	40 ¹	x106
Consolidated perimeter	87 880	88 326	-1 %
<i>In CAD\$K</i>	131 662 ²	128 920 ¹	+2%

Alan Allman Associates achieved total revenue of €88 million (or CAD 132 million²) in the third quarter of 2024, **maintaining stable revenue compared to the third quarter of 2023 despite a challenging and cautious market environment.**

This result confirms the relevance and resilience of our unique consulting firm ecosystem model.

¹ Average exchange rate for the 3rd quarter 2023 used as a reference for the conversions in this press release: 1EUR = 1,4596CAD

² Average exchange rate for the 3rd quarter 2024 used as a reference for the conversions in this press release: 1EUR = 1,4982CAD



In Europe, the Iberian Peninsula is experiencing revenue growth, driven by strategic organizational consulting activities, particularly in the public sector.

France saw a revenue decline of -10% in the 3rd quarter of 2024 compared to the 3rd quarter of 2023. The Benelux region also experienced a revenue decrease of -11% in the 3rd quarter of 2024 compared to the 3rd quarter of 2023. This is mainly due to the delay in investments by our banking sector clients in Europe. Alan Allman Associates is launching a global offering with the company we+ from France, the Benelux, and Asia, with the arrival of a structuring general manager, opening up new opportunities for its global clients in digital and data transformation.

North America saw a decline in revenue in the 3rd quarter of 2024 versus the 3rd quarter of 2023, down -5% and -3% at constant exchange rates. This region was also affected by the slowdown in the banking sector.

Alan Allman Associates continues to focus on high value-added activities and to develop in new sectors.

CUMULATIVE REVENUE FOR THE FIRST 9 MONTHS OF 2024 GREW BY +4% COMPARED TO THE SAME PERIOD IN 2023

Revenues not audited (in K€)	Cumulative revenue first 9 months 2024	Cumulative revenue first 9 months 2023	Var. in %
Europe perimeter	157 489	152 567	+3%
<i>In CAD\$K</i>	232 879 ³	222 382 ⁴	+5%
North America perimeter	114 134	117 637	-3%
<i>In CAD\$K</i>	168 770 ³	171 468 ⁴	-2 %
Asia perimeter	8 672	88	x98
<i>In CAD\$K</i>	12 823 ³	128 ⁴	x100
Consolidated perimeter	280 294	270 292	+4%
<i>In CAD\$K</i>	414 471 ³	393 978 ⁴	+5%

At the end of the first nine months of 2024 (from January 1, 2024, to September 30, 2024), Alan Allman Associates recorded consolidated cumulative revenue of €280 million (or CAD 414 million³), compared to revenue for the same period in 2023 of €270 million (or CAD 394 million⁴). **Alan Allman Associates maintains its revenue growth, at +4%** without major acquisitions in the first nine months of 2024, despite a challenging economic context.

³ Average exchange rate for the cumulative nine months of 2024 used as a reference for the conversions in this press release: 1EUR = 1,4787CAD

⁴ Average exchange rate for the cumulative nine months of 2023 used as a reference for the conversions in this press release: 1EUR = 1,4576CAD



ALAN ALLMAN ASSOCIATES

Alan Allman Associates has continued to make strategic investments for the future since the start of 2024: accelerating the strong brand strategy, developing the Center of Excellence and expertise offerings (AI, cybersecurity, smart automation, data and cloud), investing in new tools and premises, developing *nearshore* zones, strengthening the global management team and focusing on a more contributive sales strategy.

FOCUS ON TARGETED INVESTMENTS IN Q4 2024

In Q4, the ecosystem will continue its momentum in the strong geographic areas where Alan Allman Associates is already present. The firms in the ecosystem will continue to expand in the healthcare, energy, luxury goods, defense and public sectors in particular. The ecosystem is also beginning to roll out the internationalization of some of its recurring revenue-generating offerings (such as PPM and managed services for SMEs).

At the same time, Alan Allman Associates continues to accelerate the development of its center of excellence as part of the RISE 2025 strategy.

About Alan Allman Associates

Created in 2009 through acquisitions and internal performance development, Alan Allman Associates is an international ecosystem of consulting firms, with some 15 operational brands expert in strategy and digital transformation and organized into 4 divisions: high-tech consulting, industrial transformation consulting, digital marketing consulting and strategy and management consulting. Alan Allman Associates' mission is to shape an ambitious, inclusive and sustainable future by helping its customers and its 3,800 consultants to meet the challenges of tomorrow.

Positioned in growth sectors (AI, cybersecurity, data, cloud...), Alan Allman Associates is present in North America, Asia and Europe.

Alan Allman Associates has been awarded the Happy At Work label, ISO 9001 certification and an Ecovadis Bronze Medal for its CSR performance.

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

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