



Press release

Levallois-Perret, January 28 2020

## 2019 CONSOLIDATED REVENUE OF 219,2 M€

UP +6,0%

2019 PRO FORMA REVENUE : 237 M€

### EXPECTED REBOUND IN NET PROFITABILITY IN H2 2019

Unaudited consolidated data In M€ - IFRS standards	2019	2018 <sup>1</sup>	Variation
12 months revenue	219,2	206,7	+6%

<sup>1</sup> restated under the application of IFRS15 standards in effect since January 1<sup>st</sup> 2018, without any impact on profit.

Contacts Consulting has been consolidated since February 1<sup>st</sup> 2019, Oceane Consulting Nord since July 1<sup>st</sup> 2019, Neonn since August 1<sup>st</sup> 2019 and Ebiznext since December 1<sup>st</sup> 2019.

In the 4th quarter of its 2019 financial year (ended December 31, 2019), **Umanis (Euronext Growth - FR0013263878- ALUMS)** achieved a consolidated revenue of € 59.2 million, up + 3% compared to the 4th quarter of 2018.

Over the financial year 2019 as a whole, consolidated revenue came to € 219.2 million, a total increase of + 6%. Digital services, which represent the bulk of the group's business in 2019 (97% of annual revenue), increased by + 7%.

#### 237 M€ 2019 PROFORMA REVENUE

During the 2019 financial year, Umanis carried out 4 acquisitions: **Contact Consulting**, a management and information systems consulting company, **Océane Consulting Nord**, a digital company which helped double the business scope in the North of France, **Neonn** Consulting firm specialized in financial performance management of large groups, and **Ebiznext**, a consulting company specialized in IT systems architecture and digital strategy.

These 4 acquisitions represent, over a full year, an additional revenue of more than € 25 million (2019 revenue).

On a pro forma basis, Umanis' 2019 revenue is € 237 million.

#### BEYOND EXPECTATIONS REBOUND OF CURRENT OPERATING PROFITABILITY IN H2

As from the second quarter of 2019, the group has implemented measures aimed at improving its profitability and operational efficiency. These steps were particularly focused on improving the activity rate, on increasing the average daily rate and on ensuring tight expenditure control.

Excellently performed within all Umanis' entities, these actions have borne fruit beyond expectations, allowing the group to experience a sharp upswing in its H2 current operating profitability.

Consequently, the group now expects to exceed its annual profitability target, with a current operating margin which should be established beyond the range of 6% to 7%, that had been targeted for the whole 2019 financial year (5.3% in H1 2019).

## FINANCIAL PERSPECTIVE

In the medium term, the group's strategy is part of the Expansion 2022 plan, which aims at reaching a revenue of € 400 million by 2022, combined with a current operating margin close to 10%.

In this perspective, the group confirms its wish to carry out new acquisitions in France in 2020, targeted on the strategic positioning of Data and business consulting.

## 2020 FINANCIAL CALENDAR

- **April 22 2020** 2019 Annual Income (audited)
- **April 29 2020** 2020 1<sup>st</sup> Quarter Revenue (unaudited)
- **June 9 2020** AGM Annual General Meeting
- **July 29 2020** 2020 2<sup>nd</sup> Quarter Revenue (unaudited)
- **September 17 2020** 2020 Half-Year Income (unaudited)
- **November 4 2020** 2020 3<sup>d</sup> Quarter Revenue (unaudited)
- **February 2 2021** 2020 Annual Revenue (unaudited)
- **April 14 2021** 2020 Annual Income (audited)

These dates are given for information only, they are likely to be modified if necessary. Publishing will take place after the closing of the Euronext Paris markets

## About Umanis

Founded in 1990, Umanis is the French leader in data, digital and business solutions. Some 3000 highly skilled new technology experts are at your service on your site, in our branches or at our onshore and nearshore service centers. Umanis supports companies throughout all the stages of their IT projects (consulting, development, integration, outsourcing and change management) following various operating modes: on-site service, fixed price and service centers. Recognized for its technical and functional expertise, Umanis is a strategic partner of the largest software vendors on the market.

In 2019, Umanis generated a consolidated revenue of 219 M€. Umanis is listed on the Euronext Growth market in Paris (ISIN code: FR0013263878 - mnemonic code: ALUMS).

More information on [Umanis.com](http://Umanis.com)



[Umanis\\_On\\_Air](#)

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