



Press Release

Levallois-Perret, November 4 2020

## **CUMULATED TOTAL REVENUE AT END OF SEPTEMBER STABLE AT 160,4 M€**

Unaudited consolidated data In M€ - IFRS Standards	<b>2020</b>	2019	<i>Variation</i>
Revenue 1st Quarter	<b>61,2</b>	55,7	+10%
Revenue 2nd Quarter	<b>50,7</b>	51,8	-2%
Revenue 3d Quarter	<b>48,5</b>	52,5	-8%
<b>Revenue 9 months</b>	<b>160,4</b>	<b>160,0</b>	<b>0%</b>

Contacts Consulting has been consolidated since February 1<sup>st</sup> 2019, Océane 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.

**Umanis (Euronext Growth - FR0013263878 - ALUMS)** recorded a quarterly consolidated revenue of 48,5 M€ in the 3<sup>d</sup> quarter 2020, down 8% compared to the 3d quarter 2019.

Even if the decline appears on the surface more pronounced than in the 2nd quarter, due to the effects of various scopes related to the consolidations of the two companies Océane Consulting Nord and Neonn, it is fair to say that the group nevertheless resisted the health crisis in the 3rd quarter better than in the 2<sup>nd</sup> quarter.

Thus, Umanis estimates that its revenue loss linked to the crisis was limited to 12% in the 3rd quarter, against 15% as a reminder in the 2nd quarter. At the same time, the group recorded a rise in the activity rate of its consultants during this same period.

At the end of the first nine months of its 2020 financial year, Umanis' consolidated revenue stood at € 160.4 million, stable compared to the first three quarters of 2019, hence demonstrating the high resilience of its business during this period.

### **PROSPECTS**

Despite good resilience in the 3rd quarter, illustrated by the upturn of its activity rate, the company has nevertheless not yet seen signs of clear recovery on its business.

The worsening health situation and the recent new lockdown measures in France are keeping the economic environment in a state of uncertainty.

In this context, the group will go on implementing the same actions that enabled it to show resilience during the first part of the year: measures to optimize operational efficiency, increased use of the service centers organization, strict management of costs and commitments, etc.



The company will also continue to benefit from the part-time work scheme at least until the end of 2020. As a reminder, the group has not set financial goals for the 2020 financial year..

## FINANCIAL CALENDAR

- **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. More than 3,000 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 million. Umanis is listed on the Euronext Growth market in Paris (ISIN code: FR0013263878 - mnemonic code: ALUMS).

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



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