



Press release

Levallois-Perret, 2 February 2021

2020 ANNUAL REVENUE OF 214,9 M€ SLIGHT 2% DECLINE DESPITE THE CRISIS

ACQUISITION PROJECT OF A FRENCH DIGITAL SERVICES COMPANY WITH A CONSOLIDATED REVENUE OF 20 M€

| Unaudited consolidated data In M€ - IFRS standards | 2020 | 2019 | <i>Variation</i> |
|---|--------------|--------------|------------------|
| Annual Revenue | 214,9 | 219,2 | -2% |

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

In the 4th quarter of its 2020 financial year, **Umanis (Euronext Growth - FR0013263878- ALUMS)** generated a consolidated revenue of € 54.5 million, down -8% compared to the 4th quarter of 2019.

By the end of the financial year 2020, the consolidated revenue came to 214,9 M€, with a slight decline of 2% compared to 2019, which bears testimony to the Group's resilience during the course of an atypical year.

ANNUAL INCOME 2020

In the wake of the 3rd quarter, the activity rate continued its gradual rise to the end of the year. As a result of the optimization of the group's operational efficiency and thanks to the measures taken by the company (increased use of service centers and teleworking, strict management of expenses and control on commitments, etc.), Umanis estimates that it is in a position to post a 2020 EBITDA higher than that recorded in 2019 (reminder: EBITDA margin of 10.1%). Umanis will report on its 2021 outlook when it publishes its 2020 annual income, mid-April. Umanis has already announced a major hiring plan in 2021 with the recruitment of 670 employees in France.

ACQUISITION PROJECT OF A FRENCH DIGITAL SERVICES COMPANY

Umanis announces that it has relaunched its acquisition policy after marking a pause in 2020 due to the health crisis.

The group has entered into exclusive negotiations for the acquisition of a French IT Services company specializing in the digital transformation of enterprises.

This company's revenue stood at over 20 M € in 2020, with a profitability within Umanis standards.

This transaction, which is due to be finalized in the course of Q1 of 2021, will be financed entirely in cash, by drawing on the credit line dedicated to financing external growth operations.

In addition, other operations are currently under study.



FINANCIAL CALENDAR

- **April 14 2021** 2020 Annual Income (audited)
- **May 5 2021** 2021 1st Quarter Revenue (unaudited)
- **June 3 2021** AGM Annual General Meeting
- **July 27 2021** 2021 1st Half-Year Revenue (unaudited)
- **September 16 2021** 2021 Half-Year Income (unaudited)
- **November 4 2021** 2021 3d Quarter Revenue (unaudited)
- **February 2 2022** 2021 Annual Revenue (unaudited)
- **April 13 2022** 2021 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 2020, Umanis generated a consolidated revenue of 215 M€. Umanis is listed on the Euronext Growth market in Paris (ISIN code: FR0013263878 - mnemonic code: ALUMS).

More information on Umanis.com



[Umanis_On_Air](#)

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