



Press release

Levallois-Perret, 26 July 2021

20% INCREASE IN TURNOVER IN Q2 2021 TO €60.7M

PROFIT PROSPECTS REVISED UPWARDS

Unaudited consolidated data in in €m – IFRS	2021	2020	Change
Q1 turnover	60.2	61.2	-2%
Q2 turnover	60.7	50.7	+20%
H1 turnover	120.9	111.9	+8%

Alphonse has been consolidated since March 1st, 2021.

In Q2 2020, **Umanis (Euronext Growth - FR0013263878 - ALUMS)** realised consolidated revenue of €60.7m, up +20% compared to the Q2 2020.

Umanis's strong return to growth is thus confirmed beyond the +15% increase expected at the time of publication of Q1 turnover.

This process is the result of an increase in billable staff and a continuous improvement in the activity rate throughout the first half of the year (TACE¹ up by +3.7%).

In addition, Q2 2021 was marked by a significant improvement in sales with the opening of new high-potential major accounts and an acceleration of new massification projects, such as the multi-year contracts with Crédit Agricole Group Infrastructure Platform and another leading French banking institution.

In this favourable environment, the company feels more confident in its annual recruitment plan – already well underway – with an increase of 340 consultants since the beginning of the year, with profiles focused on data-related professions (data engineers, data scientists and developers).

IMPROVED OUTLOOK FOR 2021...

With these positive elements considered, and as a result of the measures taken from the end of Q1 2021 to operational efficiency, Umanis is in a position to anticipate that profitability in H1 2021 above that of last year (reminder: 9.2% EBITDA² margin in H1 2020).

For the full year 2021, Umanis confirms its development trajectory, which positions the company on a proforma 2021 revenue outlook (after the acquisition of the French ESN Alphonse) of around €250 million, excluding new external growth operations.

¹ French acronym: staff activity rate excluding holidays

² EBITDA (IFRS16): Current operating income + net depreciation and impairment



In terms of profitability, the Group aims to achieve an annual EBITDA³ margin of around 13% by 2021.

...AND CONFIRMATION OF A MORE SUSTAINED EXTERNAL GROWTH POLICY

H1 2021 also confirms Umanis' intention to resume a policy of sustained external growth in 2021.

Several projects are being studied, in line with the Group's strategic positioning on data, business consulting and the digital transformation of companies.

FINANCIAL CALENDAR

- **16 September 2021** Half-year results 2021 (unaudited)
- **4 November 2021** Turnover of Q3 2021 (unaudited)
- **2 February 2022** Annual turnover 2021 (unaudited)
- **13 April 2022** Full-year results 2021 (audited)

These dates are indicative and may be changed if necessary. The publications will take place after the close 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 technology enthusiasts are at your service at your location, in our agencies or at our onshore and nearshore service centres. Umanis assists companies with all their IT projects (consulting, development, integration, outsourcing and change management) using several methods: on-site services, fixed price and service centre. Recognised for its technical and functional expertise, Umanis is a strategic partner to the largest software publishers on the market.

In 2020, Umanis achieved consolidated turnover of €215 million. Umanis is listed on the Euronext Growth market in Paris (ISIN code: FR0013263878 - mnemonic code: ALUMS).

More information on Umanis.com



Contacts

Umanis Olivier Poulligny Chief Executive Officer +33 (0)1 40 89 68 00 opoulligny@umanis.com	Umanis Olivier Jolly Chief Financial Officer +33 (0)1 40 89 68 00 ojolly@umanis.com	ACTUS finance & communication Mathieu Omnes Investor Relations +33 (0)1 53 67 36 92 momnes@actus.fr	ACTUS finance & communication Vivien Ferran Press Relations +33 (0)1 53 67 36 34 vferran@actus.fr
---	---	---	--

³ EBITDA (IFRS16): Current operating income + net depreciation and impairment