



Press release

Levallois-Perret, November 4<sup>th</sup> 2021

## 19% REVENUE GROWTH IN THE 3<sup>RD</sup> QUARTER 2021

Consolidated non audited data in M€ - IFRS standards	2021	2020	Change
Revenue 1 <sup>st</sup> quarter	60.2	61.2	-2%
Revenue 2 <sup>nd</sup> quarter	60.7	50.7	+20%
Revenue 3 <sup>d</sup> quarter	57.7	48.5	+19%
<b>Revenue 9 months</b>	<b>178.6</b>	<b>160.4</b>	<b>+11%</b>

Alphonse has been consolidated since March 1<sup>st</sup>, 2021.

In Q3 2021, **Umanis (Euronext Growth - FR0013263878 - ALUMS)** reported consolidated revenues of €57.7 million, up 19% on Q3 2020.

Umanis thus confirms the post health crisis rebound in its activity that started in Q2.

The announced recruitment plan, with a total target of 1,000 new hires in 2021, including 700 in France and 300 internationally, for profiles focused on data-related professions (data engineers, data scientists and developers), is on track and will be implemented.

At the end of the first nine months of the 2021 fiscal year, Umanis' consolidated revenues amounted to €178.6 million, now showing double-digit growth (+11%) compared to the same period in 2020.

### **THE ACQUISITION OF THE DIGITAL SERVICES COMPANY SUNTSEU, A SALESFORCE EXPERT, HAS BEEN FINALIZED**

Subsequent to the end of the third quarter, Umanis finalized the acquisition of the French Digital Services Company SunTseu, a consulting and integration company specialized in CRM, announced on September 16, 2021.

SunTseu will be consolidated in the Group's accounts from October 1<sup>st</sup>, 2021.

As a reminder, SunTseu reported annual revenues of around €4.5M in 2020, accompanied by profitability that is within Umanis' standards.

### **PROSPECTS**

For the full year, Umanis confirms its growth path with a proforma 2021 revenue target of €250 million (including Alphonse and SunTseu acquired in 2021).



In terms of profitability, the Group is fine-tuning its annual EBITDA<sup>1</sup> margin target, expected to be around 12% in 2021, an improvement over the previous year (reminder: 11.2% in 2020).

Umanis intends to pursue a dynamic external growth policy, while remaining particularly selective in terms of the strategic positioning of the targeted companies (Data, business consulting and digital transformation of companies) and their financial performance.

## FINANCIAL CALENDAR

- **February 2<sup>nd</sup> 2022** 2021 Annual Revenue (unaudited)
- **April 13<sup>rd</sup> 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. 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 2020, Umanis generated a consolidated revenue of € 215 million. Umanis is listed on the Euronext Growth market in Paris (ISIN code: FR0013263878 - mnemonic code: ALUMS).

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



[Umanis\\_On\\_Air](https://twitter.com/Umanis_On_Air)

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<sup>1</sup> EBITDA: Current operational income + amortization and depreciation