

The logo for AKNIA, with 'AKN' in white and 'IA' in grey, set against a background of a glowing blue and orange network of lines and nodes.

AKNIA

H1 2020 REVENUE

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H1 2020 REVENUE – TAKEAWAYS

H1 revenue slightly below expectations

Solid performance of Data Respons & accelerated diversification

Strong cash flow generation despite revenue decrease

Early stage signs of gradual recovery with lowest point reached in May

AKKA

H1 2020 REVENUE

1

Q2 2020
HIGHLIGHTS

Q2 2020 AT A GLANCE (reported growth)

↓ -20.9%

€352.0M*

GROUP

↓ -42.1%

€74.5M

GERMANY

↓ -31.1%

€111.4M

FRANCE

↑ +16.5%**

€45.8M

DATA RESPONS

↓ -23.4%

€59.7M

INTERNATIONAL

↓ -21.1%

€60.6M

NORTH AMERICA

* Including Data Respons, consolidated since March 1st, 2020.

** Pro forma constant growth. Pro forma revenue: Organic + Data Respons revenue since 1st Jan 2019.

H1 2020 AT A GLANCE (reported figures except for Data Respons)

↓ -12.7%

€778.0M*

GROUP

↓ -28.7%

€181.3M

GERMANY

↓ -20.1%

€264.2M

FRANCE

↑ +16.8%**

€96.3 M**

DATA RESPONS

↓ -15.3%

€130.4M

INTERNATIONAL

↓ -9.4%

€138.1M

NORTH AMERICA

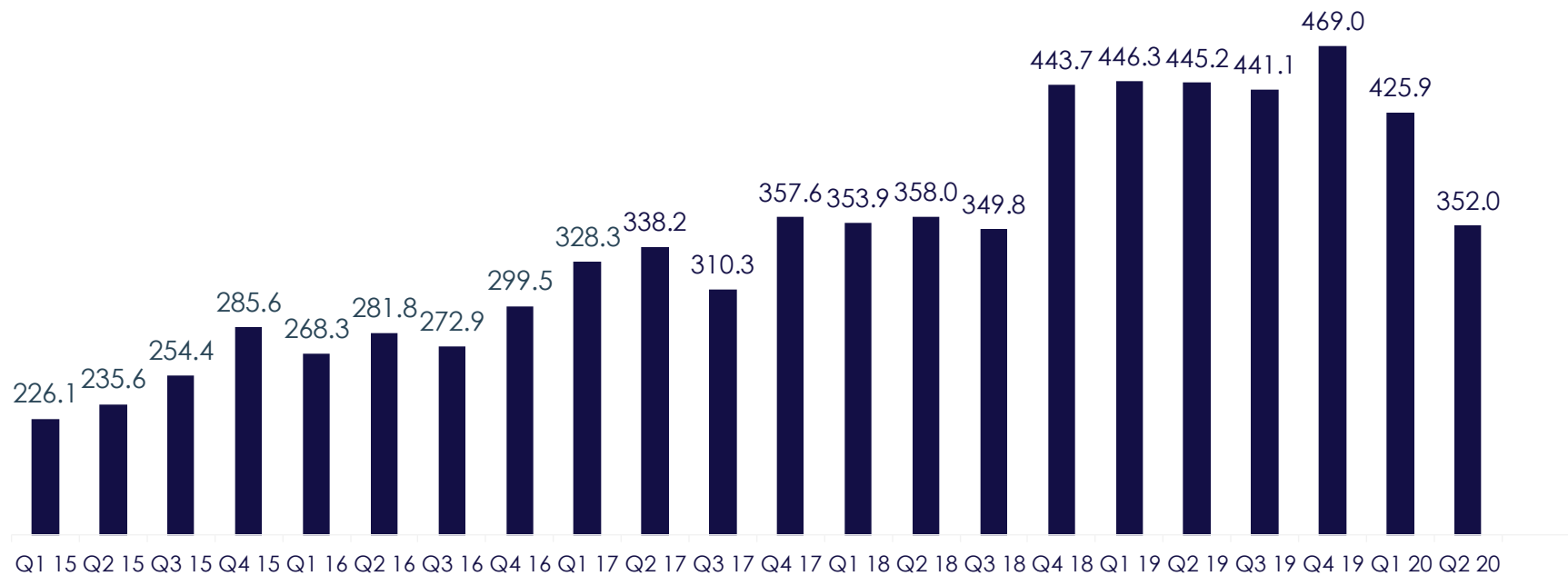
* Including Data Respons, consolidated since March 1st, 2020.

** Pro forma constant revenue & growth. Pro forma revenue: Organic + Data Respons revenue since 1st Jan 2019.
Data Respons revenue: consolidated revenue from 1st March 2020: €64M – pro forma constant revenue: €96.3M



H1 2020 REVENUE

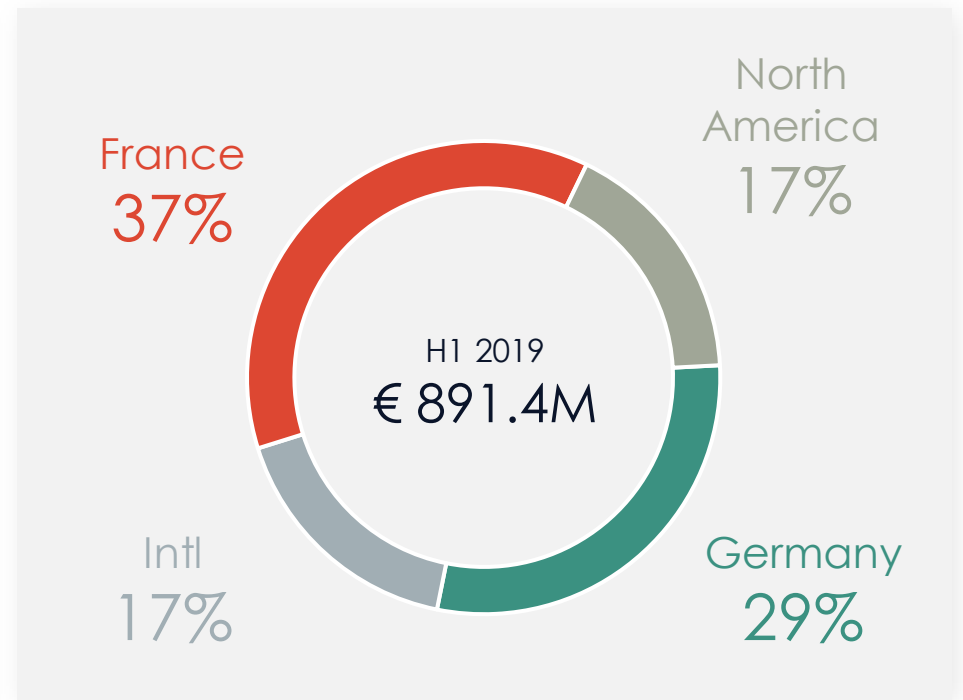
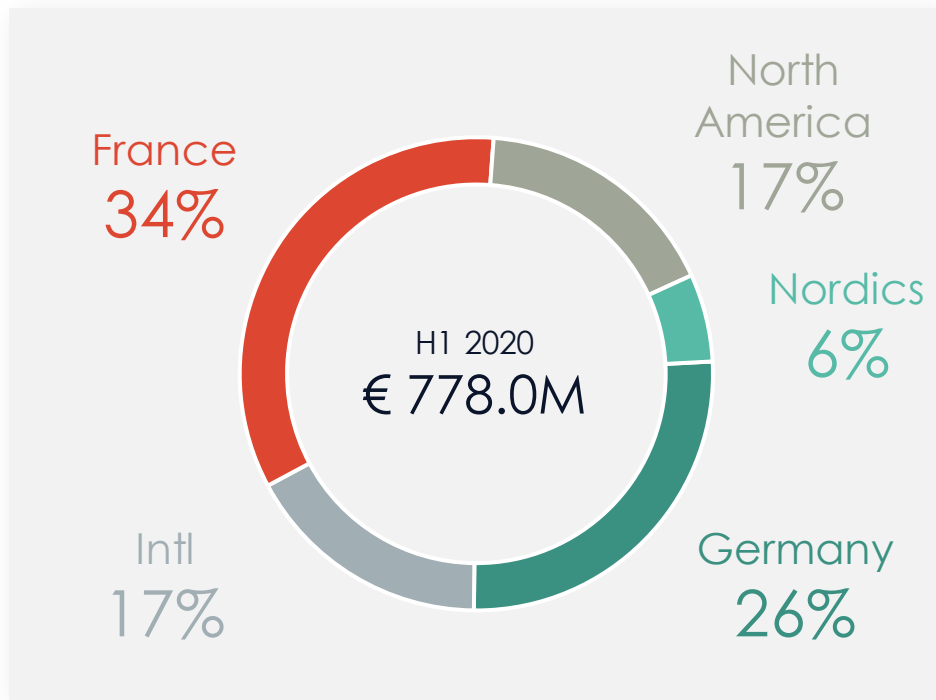
REVENUE BY QUARTER



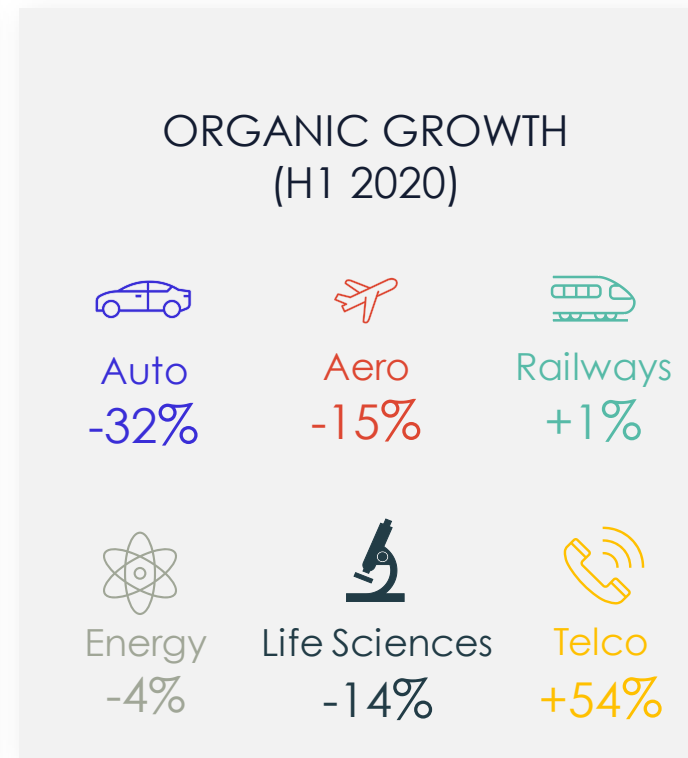
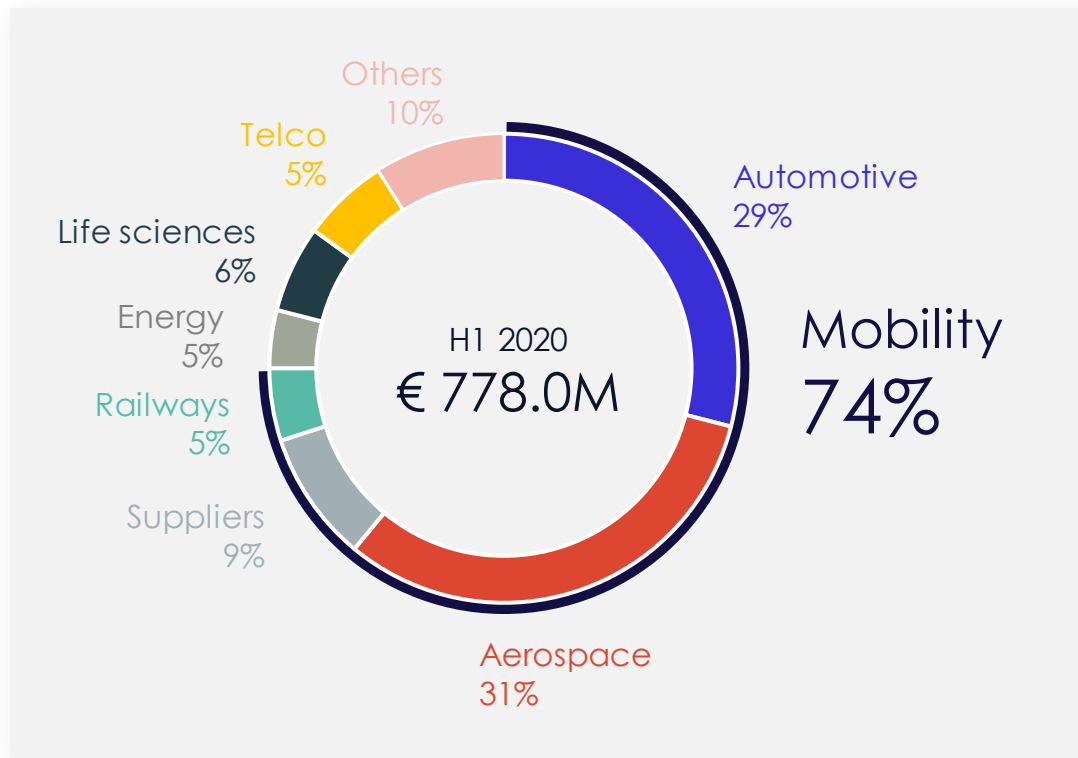
H1 2020: BY BU

€M	H1 2020 REVENUE	H1 2019 REVENUE	REPORTED GROWTH (%)	ORGANIC GROWTH (%)	PRO FORMA CONSTANT GROWTH (%)
FRANCE	264.2	330.8	-20.1%	-20.1%	-20.1%
GERMANY	181.3	254.3	-28.7%	-28.7%	-28.7%
NORTH AMERICA	138.1	152.4	-9.4%	-11.6%	-11.6%
INTERNATIONAL	130.4	153.9	-15.3%	-15.4%	-15.4%
DATA RESPON	64.0	-	-	-	+16.8%
TOTAL GROUP	778.0	891.4	-12.7%	-20.3%	-17.1%

H1 2019 - 2020: GEO DIVERSIFICATION



H1 2020: SECTOR DIVERSIFICATION



AKKA

H1 2020 REVENUE

2 OUTLOOK

OUTLOOK FOR 2020

H1 2020 revenue and profit impacted by the crisis

H1 revenue slightly below expectations as low point occurred in May rather than April
Profit from ordinary operations to be negative for the half
Significant one-off costs to be expected (More than €40M related to the COVID 19 situation and €10M resulting from the roll-out of Fit-2-Clear Now performance plan)

Early stage signs of recovery

Visibility gradually improving although remaining limited for large accounts
Confidence in gradual recovery still expected in Q3 and then Q4

FINANCIAL STRUCTURE

Financial Capacity protected

Immediate measures taken from the outset the crisis
Cash collection and charges deferral measures positively impacted the cash position
Strong cash flow generated in the first half despite important revenue drop

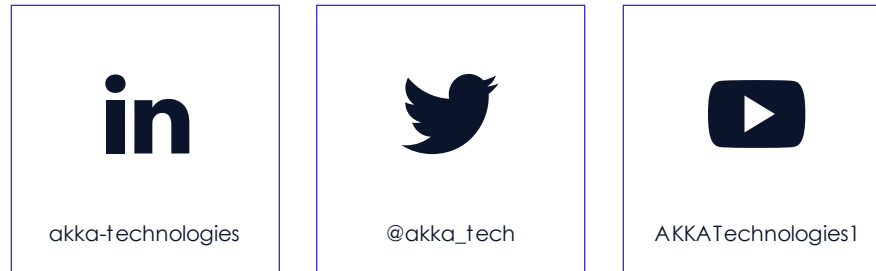
Solid financial structure

Deterioration of the Net Debt contained in spite of Data Respons being cashed out in H1
Leverage ratio as of June 30th to be well below 4.5 times
Various options being worked out to benefit from the soundest possible balance sheet structure

THANK YOU!

NEXT PUBLICATION – H1 2020 RESULTS
ON SEPTEMBER 10, 2020

CONTACT



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GLOSSARY

Cash flow from operations before tax and financing costs (EBITDA): operating profit adjusted for additions to depreciation and amortization.

EPS (Earnings Per Share): group net income divided by weighted average number of shares outstanding less treasury stocks.

Free cash flow: EBITDA +/- change in working capital – net financial charges and taxes paid – capex. Free cash flow generation is measured as % of total revenue.

Leverage: ratio of net consolidated financial debt to EBITDA.

Net Debt: The aggregate of cash and cash equivalents, overdrafts and short-term bank borrowings, non-current and debt, and financial instruments. surplus cash/(net debt) does not include non-current and current lease obligations (IFRS 16 impact).

Operating profit: profit from ordinary activities calculated before non-recurring items and expenses relating to stock options and free shares.

Operating margin: ratio of operating profit to revenue.

Organic growth: Revenue growth at constant scope and exchange rates.

Pro forma constant growth: Organic growth + Data Respons revenue since 1st January 2019

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