

The AKIA logo is centered in the upper half of the slide. The letters 'AK' are white, and 'IA' are grey. The background is a dark blue field with a complex network of glowing blue and white lines and nodes, resembling a data network or fiber optic connections.

# AKIA

**Q3 2020 REVENUE  
GRADUAL BUSINESS  
RECOVERY**

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29th OCTOBER 2020

# HIGHLIGHTS

**Sequential recovery  
materializing**

**Slow but steady recovery in  
the automotive sector but  
further deterioration in  
aeronautics**

**Diversification segments  
has proven more resilient  
and continue to expand**

**FY2020 outlook  
maintained**

# 1

## Q3 2020 HIGHLIGHTS

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## Q3 2020: BY BU

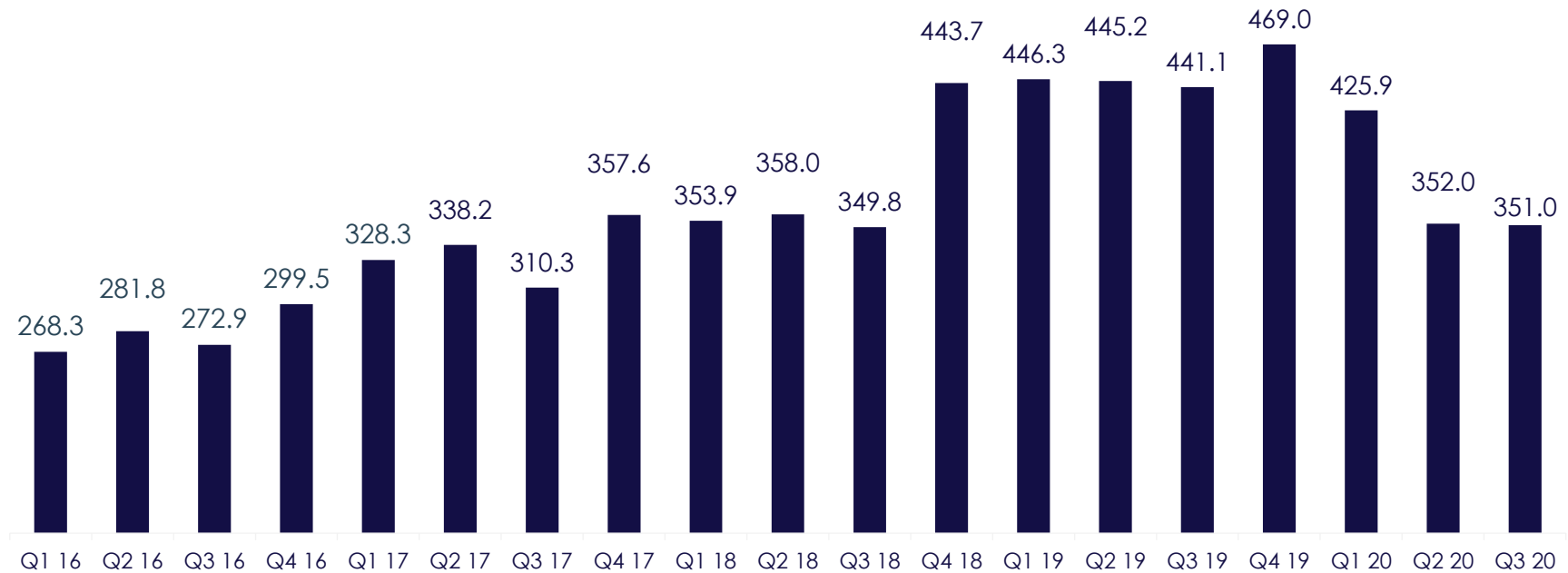
Improving trends across BUs excluding civil aeronautics

€M	Q3 2020 REVENUE	Q3 - Q2 Change %	Q3 - Q2 excl. Civil Aero Change %	Q3 2019 REVENUE	REPORTED GROWTH (%)	ORGANIC GROWTH (%)
FRANCE	108.2	-2.9%	+4.3%	163.3	-33.8%	-33.8%
GERMANY	84.6	+13.6%	+15.6%	122.7	-31.1%	-31.1%
NORTH AMERICA	60.8	+0.3%	+23.3%	78.4	-22.4%	-18.2%
INTERNATIONAL	56.4	-5.5%	+0.8%	76.7	-26.5%	-25.5%
<b>AKKA LEGACY</b>	<b>309.9</b>	<b>1.2%</b>	<b>+9.3%</b>	<b>441.1</b>	<b>-30%</b>	<b>-29%</b>
DATA RESPONS	41.1	-10.3%	-10.3%	-	-	-5.1%*
<b>TOTAL GROUP</b>	<b>351.0</b>	<b>-0.3%</b>	<b>+6.0%</b>	<b>441.1</b>	<b>-20.4%</b>	<b>-28.9%</b>

\* Pro forma constant figures for Data Respons, consolidated since March 1st, 2020.

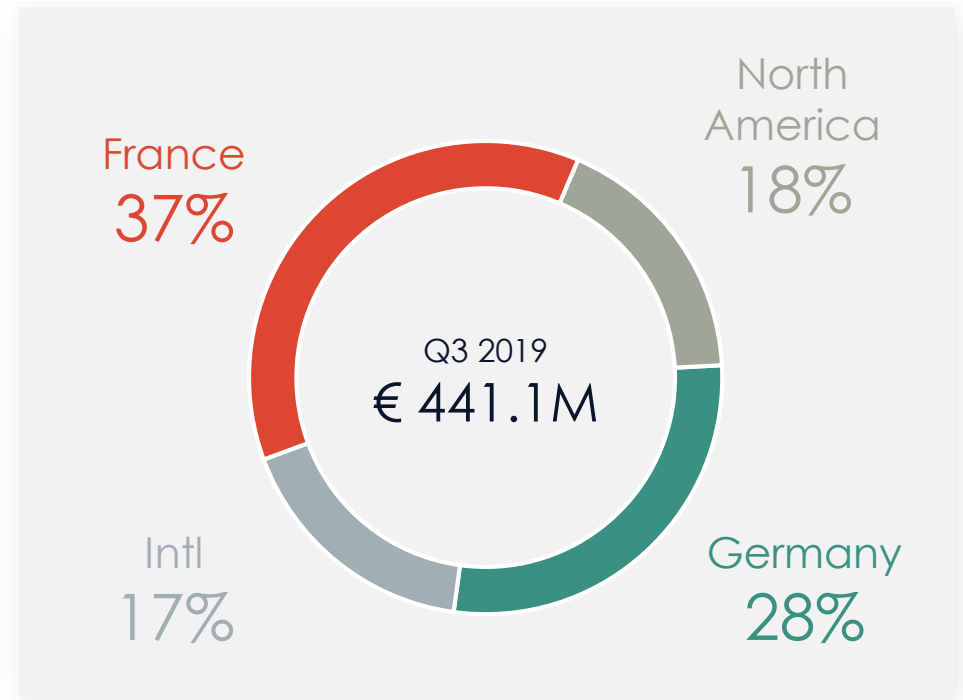
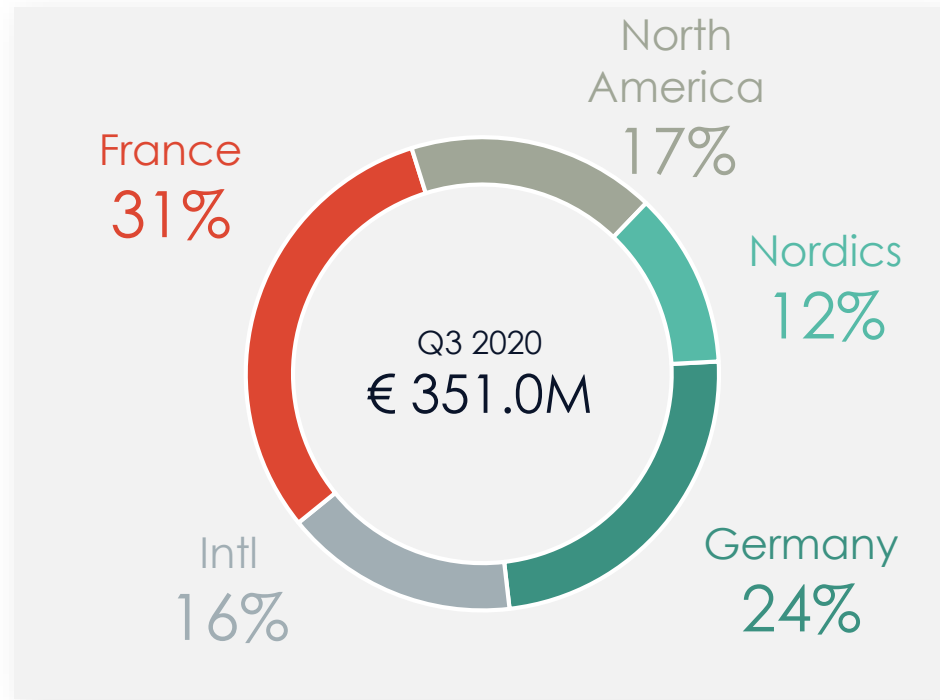
## REVENUE BY QUARTER

Sequential recovery offsetting usual seasonal effect

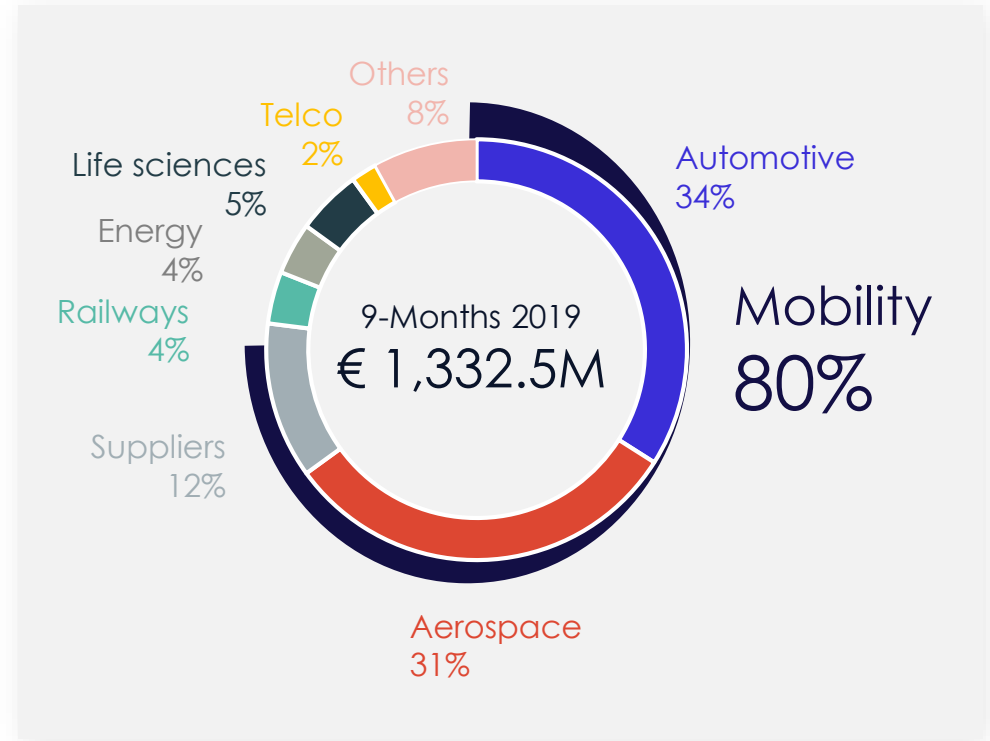
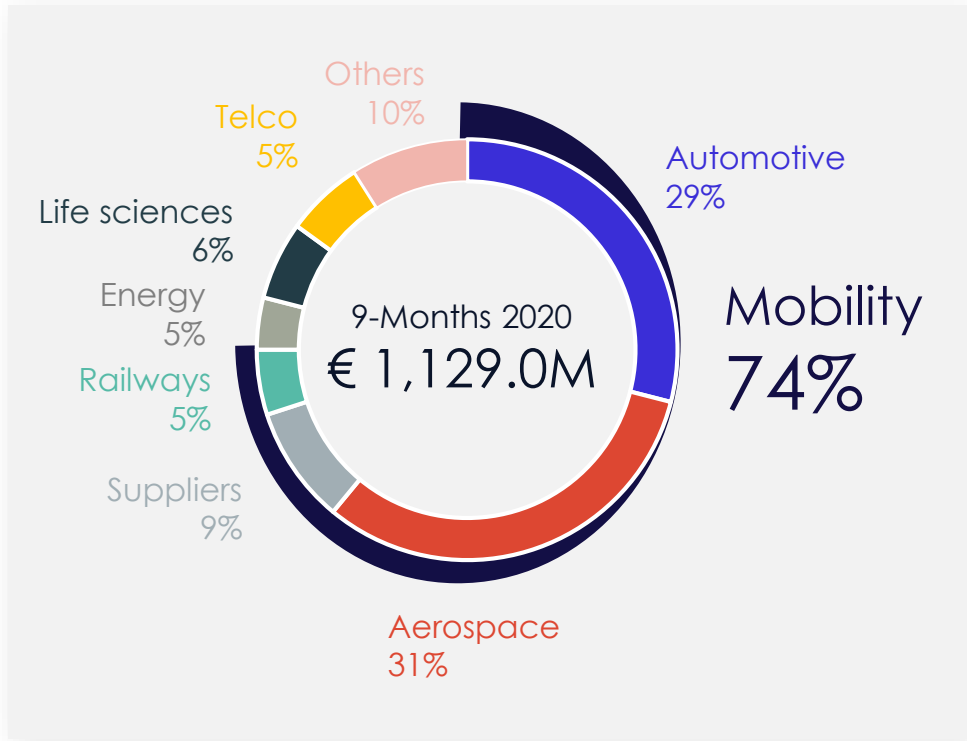


## Q3 2019 - 2020: GEO DIVERSIFICATION

Improved Geographical Balance thanks to acquisition in the Nordics



## 9-Months 2019 - 2020: SECTOR DIVERSIFICATION



# 2 OUTLOOK

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# OUTLOOK FY 2020

## Operations in Q4 2020

- Governmental measures recently announced do not call for client sites closing, therefore do not question full year expectation
- Q4 2020 to improve further over Q3 2020, despite the uncertainties related to the evolution of the sanitary situation
- Operating profit from ordinary activities to be positive for the full year as Fit-2-Clear plan yields positive results

## Restructuring being accelerated

- Due to the ongoing weakness of the Aeronautics sector, AKKA has informed the trade unions that it plans to begin an information / consultation procedure with employee representatives that could lead to the implementation of a restructuring plan
- Associated one-off cost is expected to be accounted for in 2020, as well as the one-off cost related to the social plan in Germany, leading to total restructuring costs for H2 2020 materially higher than for H1 2020.

# FINANCIAL STRUCTURE

## Balance Sheet

- The Board of Directors approved a €200 million reserved capital increase with a subscription price of €22.50 per share (a premium of 43% over the last quoted price on October 5th, 2020).
- Subscription of €150 million by Compagnie Nationale à Portefeuille(CNP) and €50 million by the Ricci family group
- Applications for the regulatory approvals required to complete this transaction have been submitted, and AKKA is confident that they will be obtained swiftly, allowing for a completion of this transaction before year end.

## Financial Health

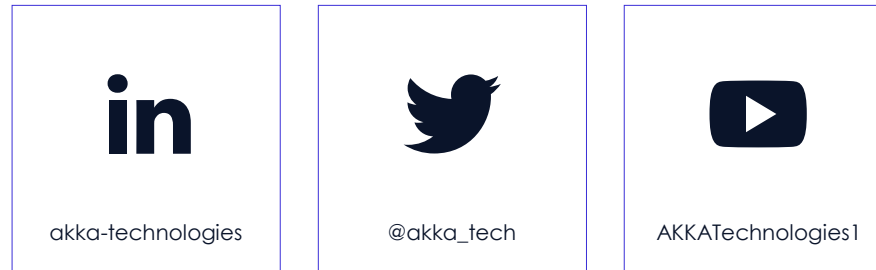
- Net debt expected to be at year-end in line with the level recorded at the end of H1 2020, enabling the Group to comply with its financial commitments for the full year of 2020.

# THANK YOU!

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NEXT PUBLICATION – Q4 2020 RESULTS  
ON MARCH 18, 2021

# CONTACT



[akka-technologies.com](http://akka-technologies.com)

# APPENDICES

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## Q3 2020 FINANCIAL DATA

## YTD 2020 Turnover Breakdown

(Reported figures except for Data Respons)

↓ - 15.3%

€1,129.0M\*

GROUP

↓ - 29.5%

€265.9M

GERMANY

↓ - 24.6%

€372.4M

FRANCE

↑ + 9.3%\*\*

€ 137.3M\*\*

DATA RESPONS

↓ - 19.0%

€186.8M

INTERNATIONAL

↓ - 13.8%

€198.9M

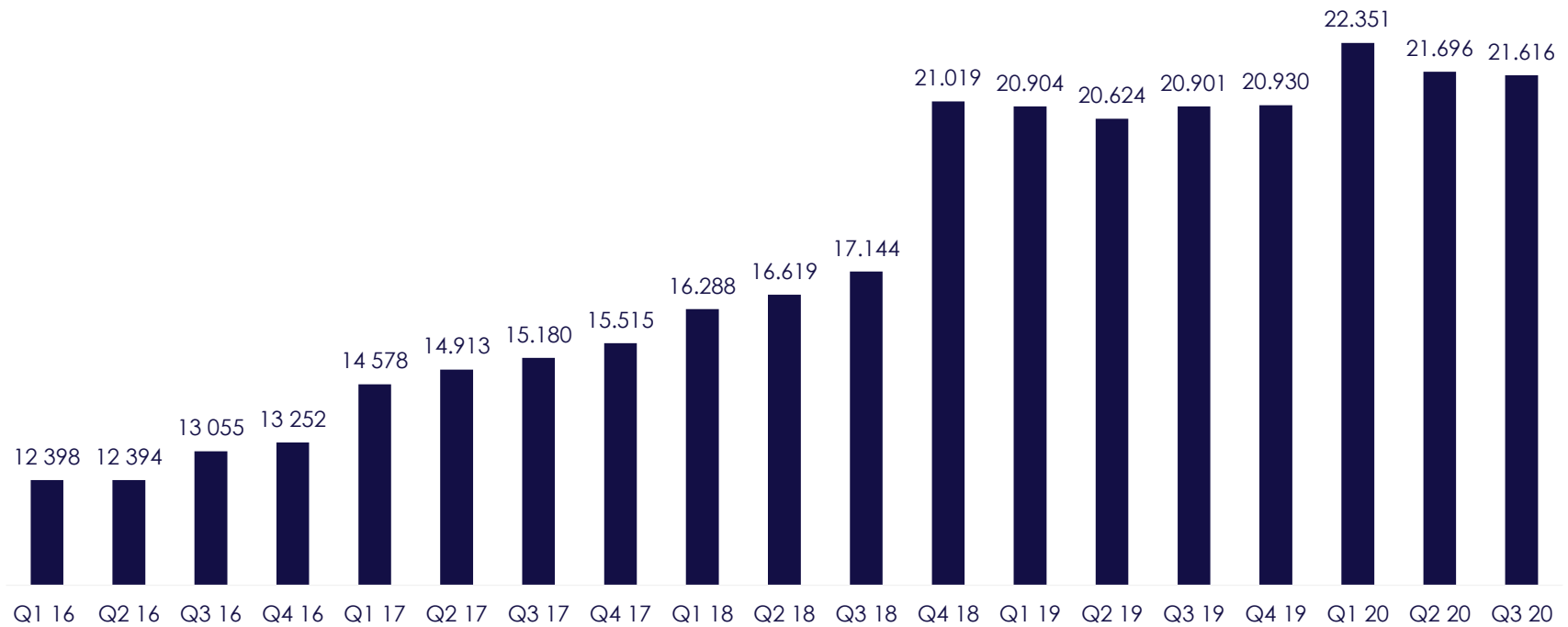
NORTH AMERICA

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

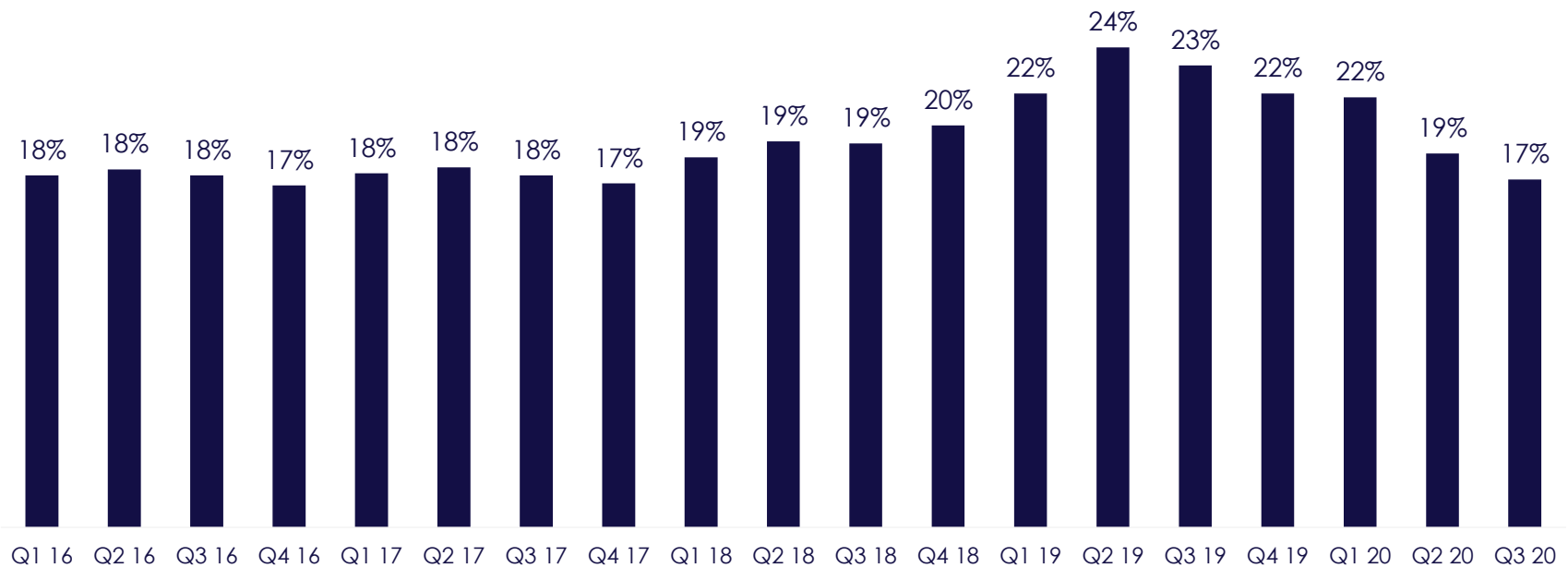
\*\* Pro forma constant revenue & growth. Pro forma revenue: Organic + Data Respons revenue since 1st Jan 2019.

Data Respons revenue: consolidated revenue from 1st March 2020: €64M – pro forma constant revenue: €96.3M

## HEADCOUNT (END OF PERIOD)

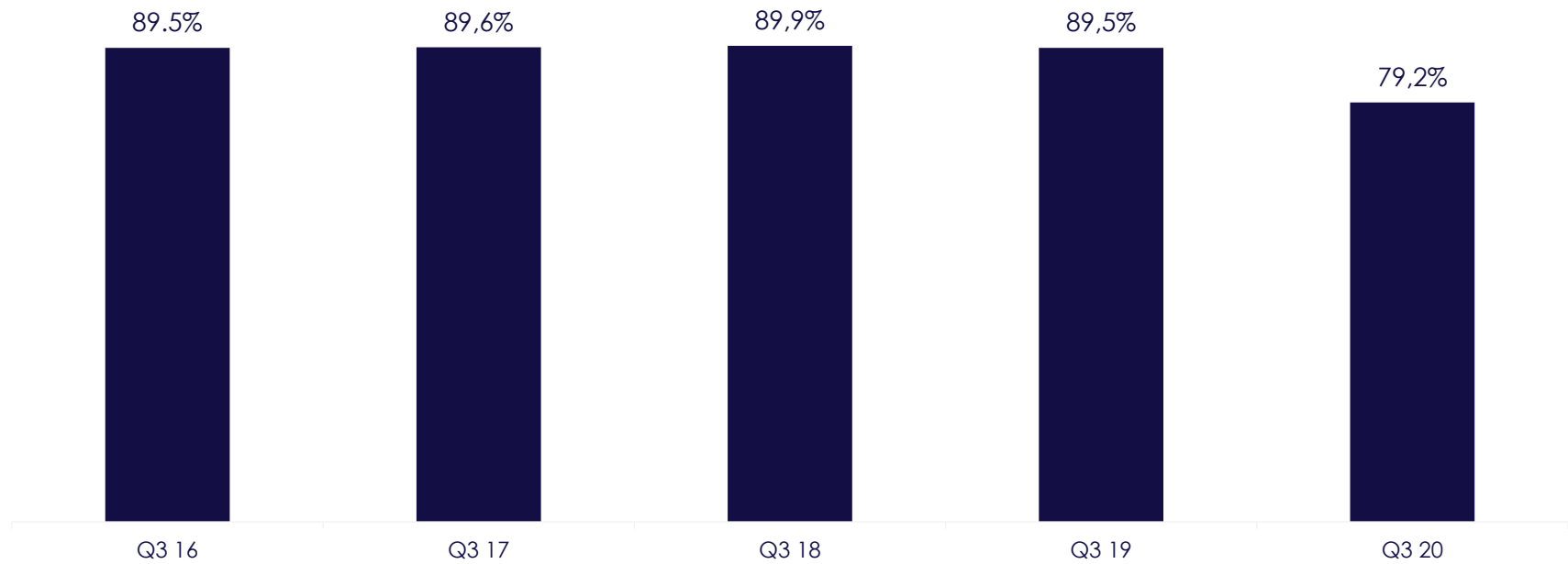


## TURNOVER RATE (YTD)





## UTILISATION RATE (YTD)



## 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 1<sup>st</sup> January 2019

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