



Q2 & H1 REVENUE PRESENTATION

28 July 2021

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H1 2021 | KEY FACTS

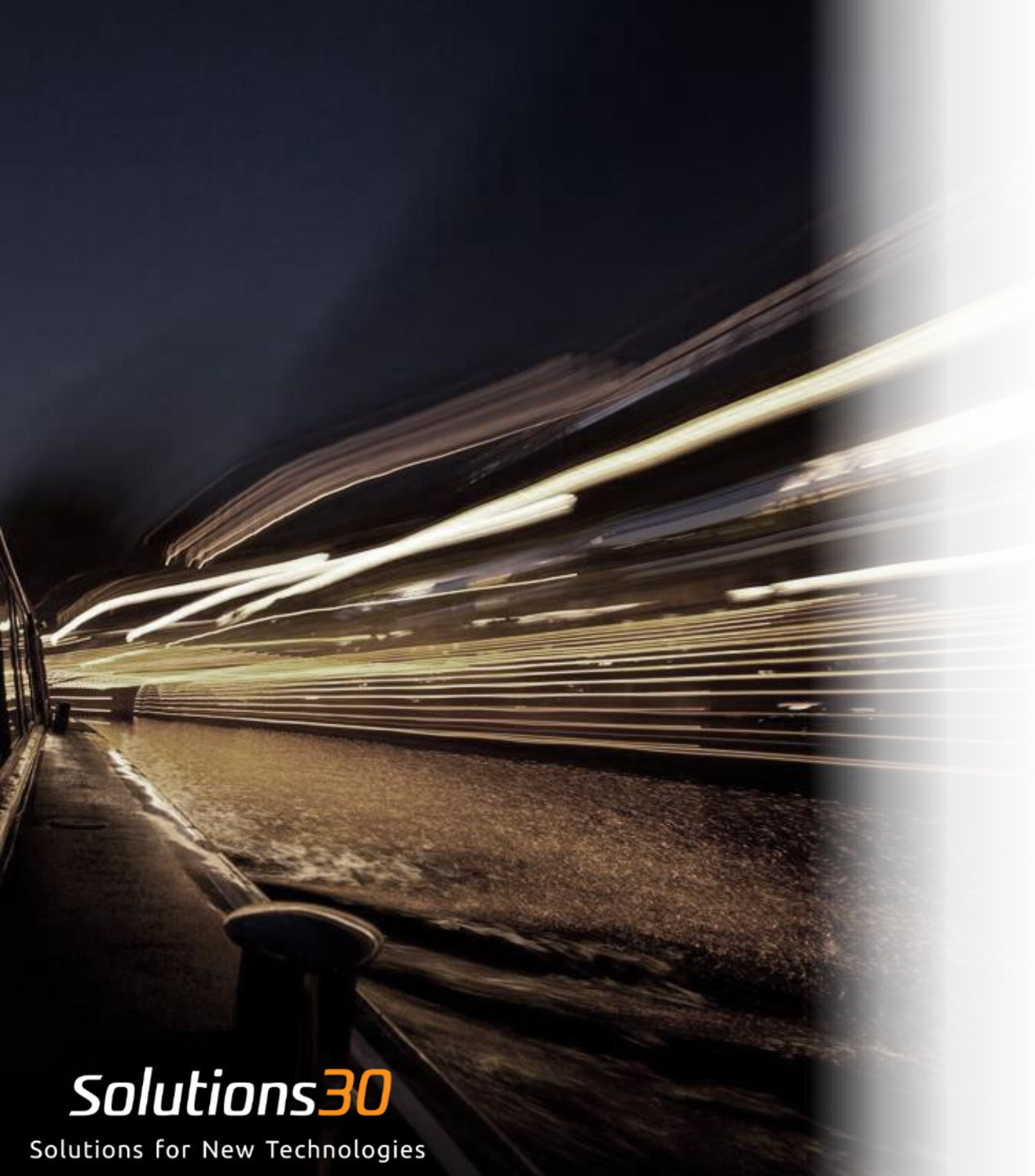
Continued double-digit growth +20.8% (+17.5% organic)

- +37.4% compared to € 322.1m in H1 2019, pre-Covid.
- Solid organic growth thanks to the fast ramp-up of new contracts signed in Benelux, Italy and Spain.
- External growth driven by the implementation in the UK and targeted acquisitions to support market diversifications.

Solid sales momentum €300m new contracts in Q2 2021

- Booming markets driven by digital transformation and energy transition.
- Stimulus plans boost market growth in every region.
- Extension of the virtuous model deployed in France is accelerating throughout our geographies.





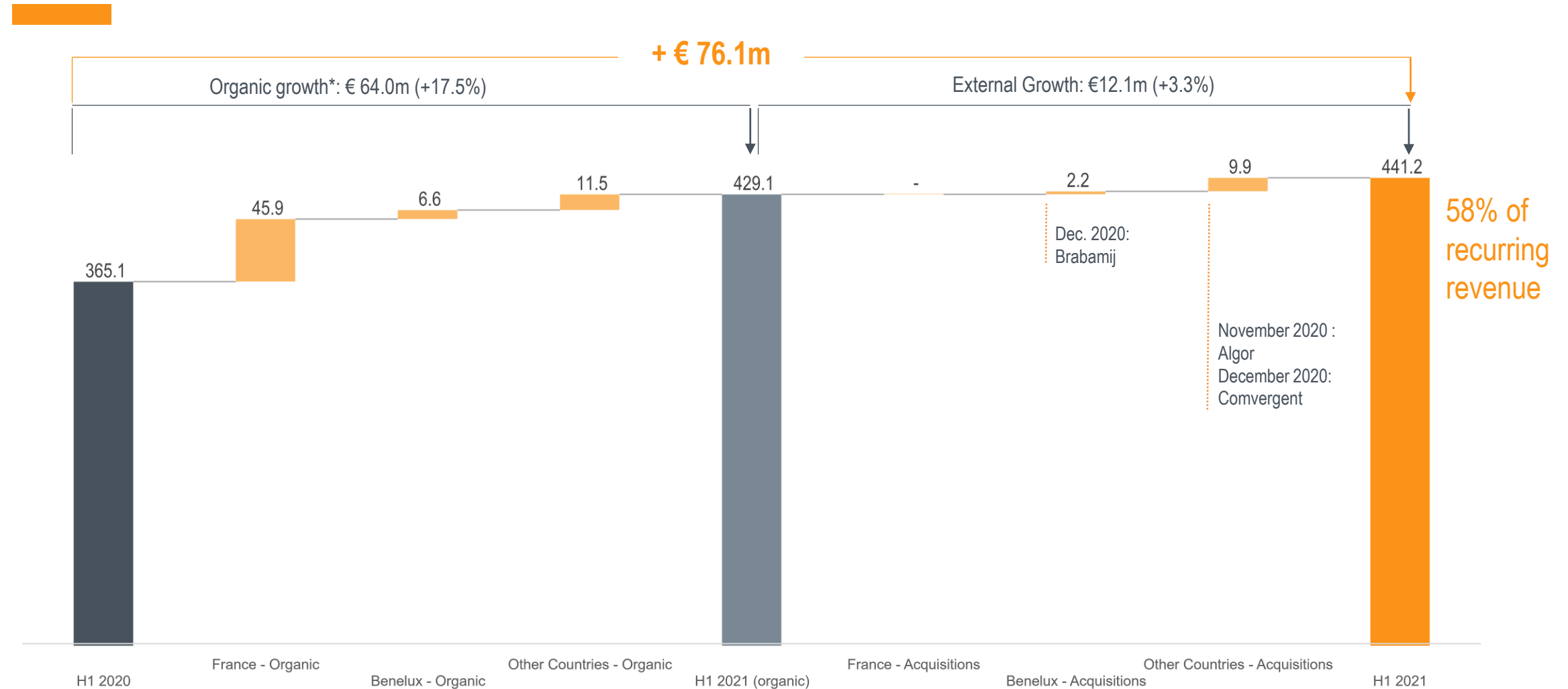
Q2 & H1 2021

OVERVIEW

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H1 2021 REVENUE: +20.8% (+17.5% organic)



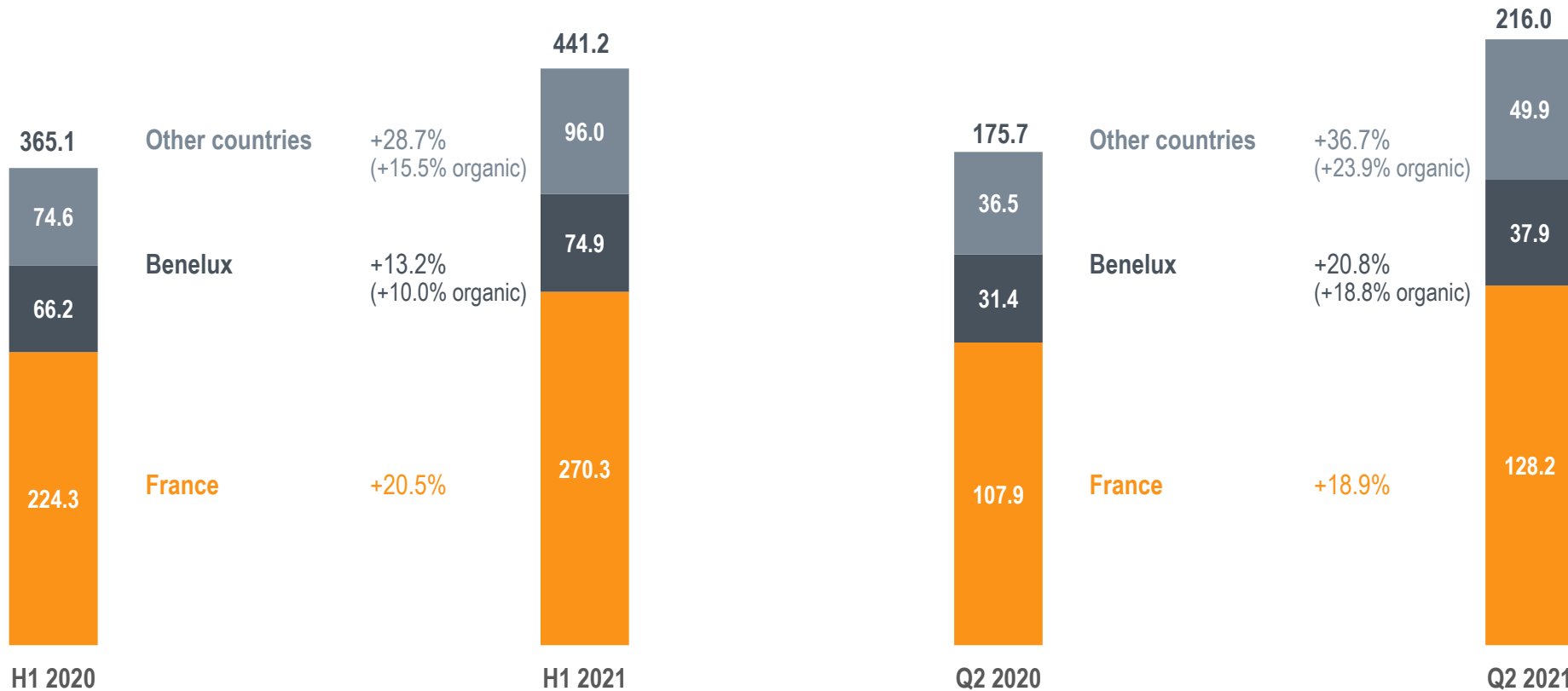
* Including organic growth from acquired companies : €1.4m

In millions of euros

SOLID GROWTH IN ALL GEOGRAPHIES

H1 2021 Revenue **+20.8%**
(+17.5% organic)

Q2 2021 Revenue **+22.9%**
(+19.8% organic)



In millions of euros



Q2 & H1 2021

DETAILS PER BUSINESS AND REGION

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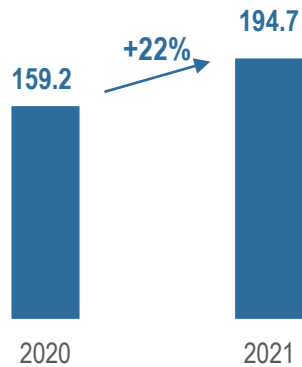
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FRANCE

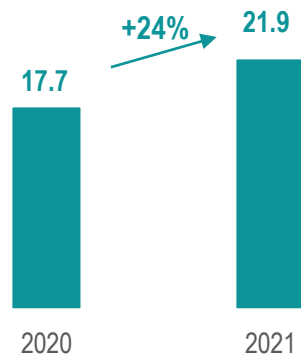


H1 2021 Revenue **+20.5%**

TELECOM 72% of France revenue

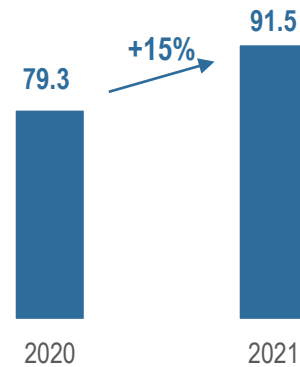


IT 8% of France revenue

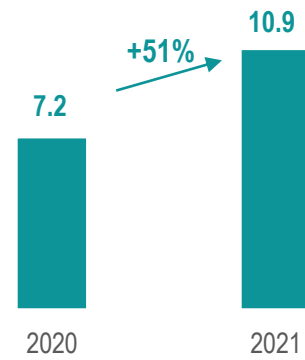


Q2 2021 Revenue **+18.9%**

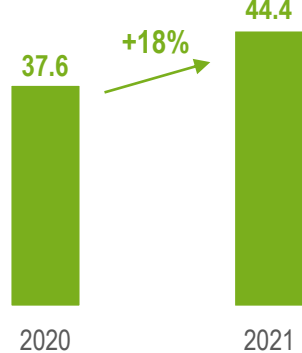
TELECOM 71% of France revenue



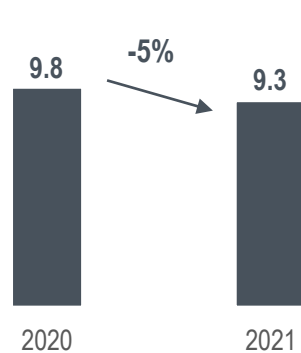
IT 9% of France revenue



ENERGY 16% of France revenue

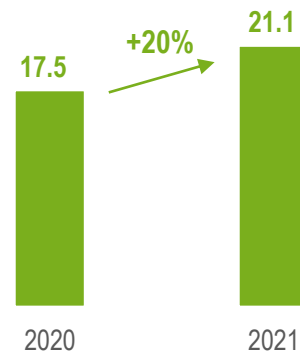


OTHERS 4% of France revenue

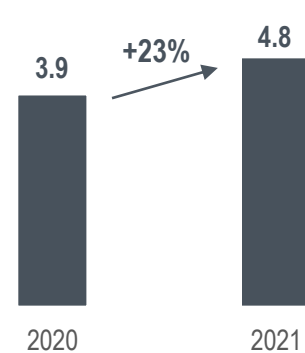


In millions of euros

ENERGY 16% of France revenue



OTHERS 4% of France revenue

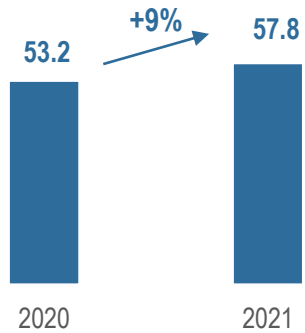


In millions of euros

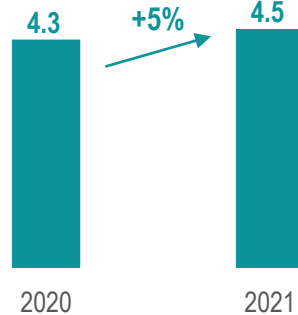
BENELUX

H1 2021 Revenue **+13.2%**
(+10.0% organic)

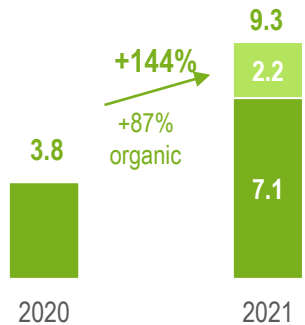
TELECOM 77% of Benelux revenue



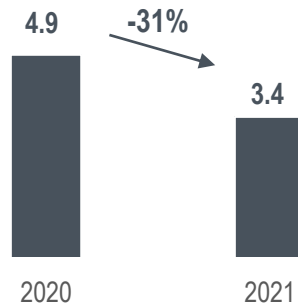
IT 6% of Benelux revenue



ENERGY 12% of Benelux revenue



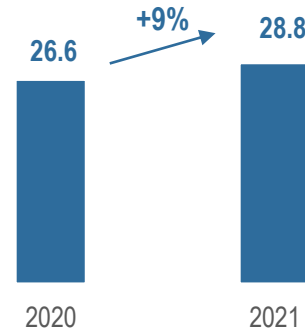
OTHERS 5% of Benelux revenue



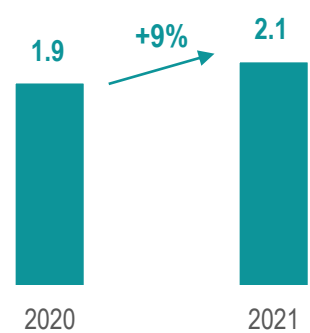
In millions of euros

Q2 2021 Revenue **+20.8%**
(+18.8% organic)

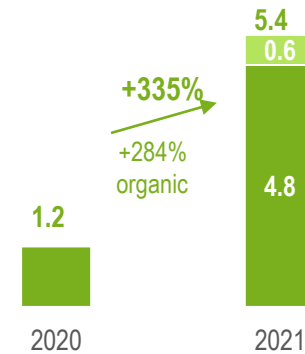
TELECOM 76% of Benelux revenue



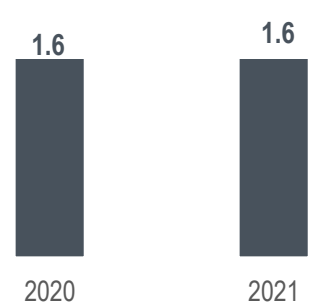
IT 6% of Benelux revenue



ENERGY 14% of Benelux revenue

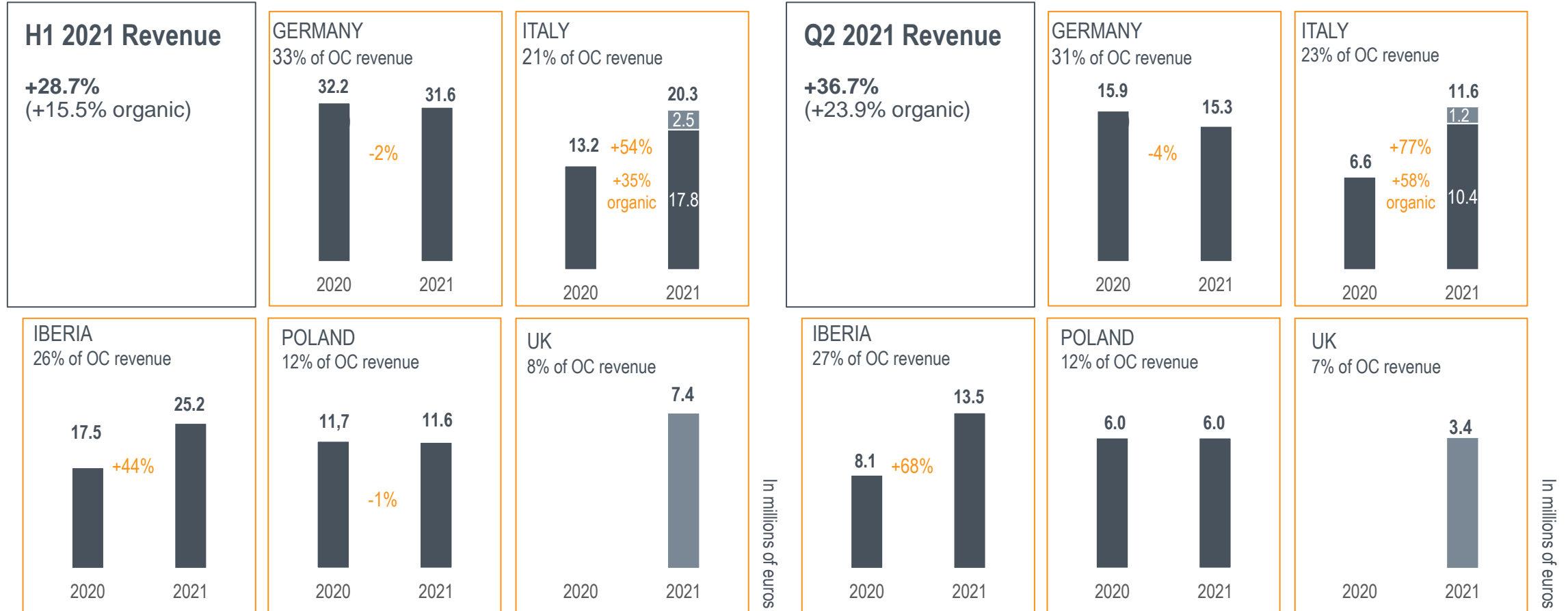


OTHERS 4% of Benelux revenue



In millions of euros

OTHER COUNTRIES





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OUTLOOK

DOUBLE-DIGIT & PROFITABLE GROWTH
CONFIRMED

BOOSTED OUTLOOK

Undergoing improvement plan Towards a stronger organization

- 2020 financials and the appointment of PKF have been approved by the AGM.
- GRC program has been launched, with the aim to have new procedures in Q4 2021.
- Strengthening fundamentals to strengthen operational ability to deliver growth.

Sustainable growth confirmed Target of €1bn turnover getting close

- Double-digit growth expected for the FY 2021, despite higher comparison basis in H2.
- M&A will resume as soon as required conditions allow it.
- Long-term trends remain favorable.



QUESTIONS & ANSWERS

BY PHONE

PLEASE PRESS

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BY WEBCAST

PLEASE TYPE IN YOUR QUESTION
BY USING THE BUTTON ON THE READER



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Two decades serving digital deployment in Europe

AGENDA

Half-year results, 2021	29 September 2021
Q3 revenue, 2021	3 November 2021
FY revenue, 2021	26 January 2022

CONTACT

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2021 CHANGES IN SCOPE OF CONSOLIDATION

COUNTRY	COMPANY	DATE OF CONSOLIDATION	FY REVENUE AT TIME OF ACQUISITION	COMMENT
Algor	Italy (60%)	1 Nov 2020	€4m	5G market penetration
Comvergent	UK	1 Dec 2020	€17.5m	New geography and 5G expertise
Brabamij	Belgium	1 Dec 2020	€6m	Complementary expertise in the Energy business