ATALIAN GROUP

Q1 2021
CONSOLIDATED FINANCIAL RESULTS

ATALIAN
GLOBAL SERVICES

DISCLAIMER

Certain statements in this presentation are forward-looking. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the Company’s financial position, business strategy, plans and objectives of management for future operations, are forward-looking statements. By their nature, such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to be materially different from results, performance or achievements expressed or implied by such forward-looking statements. These include, among other factors, changes in economic, business, social, political and market conditions, success of business and operating initiatives, and changes in the legal and regulatory environment and other government actions. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation. Information contained herein relating to markets, market size, market share, market position, growth rates, penetration rates and other industry data pertaining to the Company’s business is based on the Company’s estimates and is provided solely for illustrative purposes. In many cases, there is no readily available external information to validate market-related analyses and estimates, thus requiring the Company to rely on internal surveys and studies. The Company has also compiled, extracted and reproduced market or other industry data from external sources, including third parties or industry or general publications, for the purposes of its internal surveys and studies. Any such information may be subject to significant uncertainty due to differing definitions of the relevant markets and market segments described. This presentation contains references to certain non-IFRS financial measures and operating measures. These supplemental measures should not be viewed in isolation or as alternatives to measures of the Company’s financial condition, results of operations or cash flows as presented in accordance with IFRS in its consolidated financial statements. The non-IFRS financial and operating measures used by the Company may differ from, and not be comparable to, similarly titled measures used by other companies.

PRESENTING TEAM

Rob LEGGE
Deputy CEO & Group COO

Jean-Jacques GAUTHIER
Deputy CEO & Group CFO

Bruno BAYET
Group Controller

01. Q1 2021 Highlights

Q1 2021 HIGHLIGHTS

- Good start of the year despite ongoing Covid situation
- Overall -5,5% LFL in Net Sales and +4,1% in Recurring EBITDA with margin progression of +70bps versus last year
- Strong performance in France with growth and performance improvement
- UK activities still impacted during the quarter sustaining the performance of last quarter. Strong perspective with the exit from lockdown and vaccination
- International segment progressing well thanks to the USA and CEE
- Robust CFFO for the quarter of 34,1m€
- Strong liquidity and stable leverage

2. Q1 2021 Financial Results

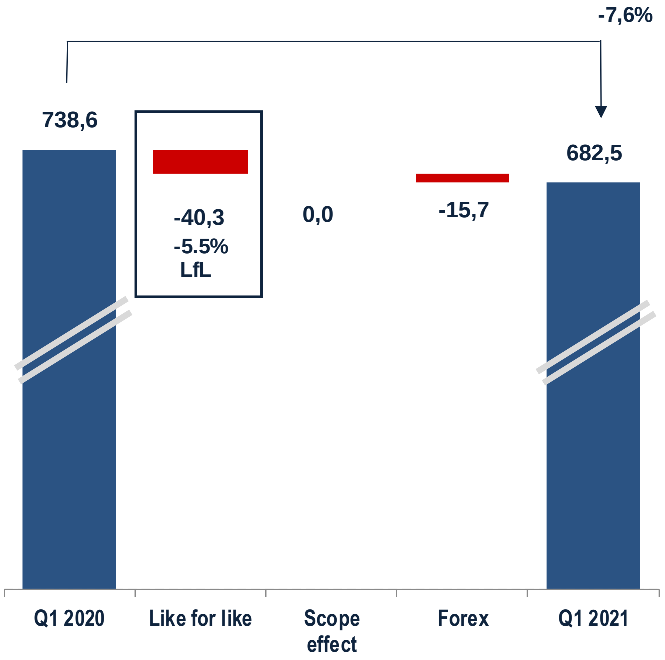
in €M	**Q1 2021 Reported**	Q1 2020 Reported	change	var LfL (%)
Net Sales	**682,5**	**738,6**	**-7,6%**	**-5,5%**
Recurring EBITDA	**53,0**	**52,3**	**1,3%**	**4,1%**
EBITDA Margin (%)	*7,8%*	*7,1%*	*+70 bps*	
Operating Profit	31,1	25,1	**23,9%**	
Net profit (loss) for the period from continuing operations	**2,0**	**(3,5)**	**5,5**	
Cash Flow from Operations [1]	34,1	38,3	(4,2)	
Net Financial Debt	**1 160,2**	**1 311,0**	(150,8)	
Leverage ratio (LTM)	*5,3x*	*6,2x*		

[1] CF from Operations before financial interests, dividends, acquisitions, divestments, capex (until Q4 2020)/capitalised rent expenses (starting Q1 2021)

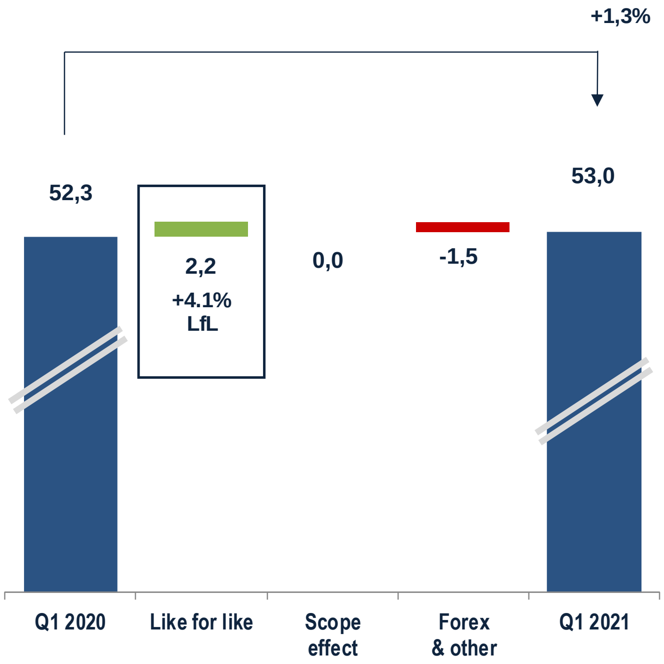
Q1 2021 NET SALES AND RECURRING EBITDA BRIDGE

NET SALES

In €M



RECURRING EBITDA



in €M*	Q1 2021 Reported	Q1 2020 Reported	change	var LfL (%)
Net Sales	**324,1**	**315,5**	**2,7%**	**2,7%**
Recurring EBITDA	**35,8**	**33,2**	**7,8%**	**7,7%**
EBITDA Margin (%)	*11,0%*	*10,5%*	*+50 bps*	
of which Cleaning	32,5	27,4	18,6%	
Other activities (incl. FM)	3,3	5,8	-43,1%	

- Continued growth in France with Net Sales up by +2,7% during the quarter supported by Covid related works.
- Cleaning activities benefiting the most from the extra-works while underlying business activity almost fully recovered
- Management action plan to further streamline cost and improve productivity
    - Strengthening of the sales organisation on cross-selling, FM and international sales with a customer centric culture
    - Process optimisation with T&A tools, automation, fleet management and Shared services centers, corporate simplification

** excluding France Corporate Holding*

in €M	Q1 2021 Reported	Q1 2020 Reported	change	var LfL (%)
Net Sales	**165,9**	**203,6**	**-18,5%**	**-16,9%**
Recurring EBITDA	**12,1**	**13,7**	**-11,7%**	**-10,0%**
EBITDA Margin (%)	*7,3%*	*6,7%*	*+60 bps*	

- UK activities still impacted by Covid-19 while LY Q1 pandemic starting on March 23rd.
- Continuous margin improvement compared to LY by +60bps to 7,3%
- New positioning of the business to deal with the impact, resulting in a strong performance for the quarter, mainly Cleaning and Security activities benefiting from the extra-works.
- Vaccination and re-opening of the activities progressively restoring underlying activity in Catering and Project works

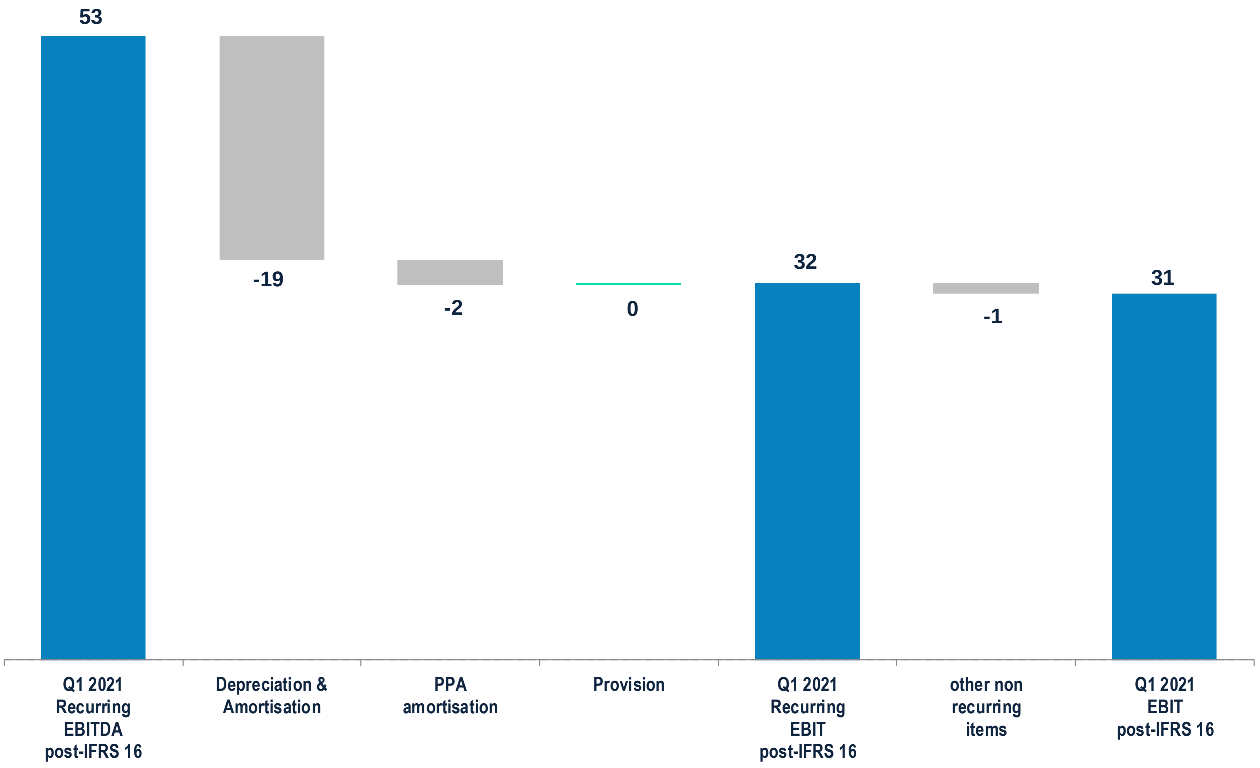
in €M*	Q1 2021 Reported	Q1 2020 Reported	change	var LfL (%)
Net Sales	**192,2**	**220,0**	**-12,6%**	**-6,9%**
Recurring EBITDA	**15,4**	**13,3**	**15,8%**	**24,7%**
EBITDA Margin (%)	*8,0%*	*6,0%*	*+200 bps*	
of which Central Europe	4,5	3,8	18,4%	
USA	4,2	2,7	55,6%	
Other	6,7	6,8	-1,5%	

- Overall strong performance for the International segment with Recurring EBITDA progression of +24,7% LFL and margin progression by +200bps to 8,0%
- **USA**: continued growth of demand for infection prevention services. With expansion of the vaccination program, specific works to be substituted by reopening of business, developments in healthcare, education and transportation as well as post-COVID one-time needs as employees return to work
- **CEE**: Solid performance in Q1 despite a difficult pandemic situation. Top line impacted by delays and lower specific extra-works compensated by performance and productivity plans.
- **ASIA:** Lower volume in the region partly compensated by the development in India. Region impacted by fx (-6,7%). Performance remaining solid thanks to government subsidies.
- **BENELUX:** Sales impacted by comparably stricter lockdowns in Netherlands and Belgium, negative margin impact overcompensated by deep cleaning works

** Excluding corporate holdings*

Q1 2021 EBIT BRIDGE

in €M



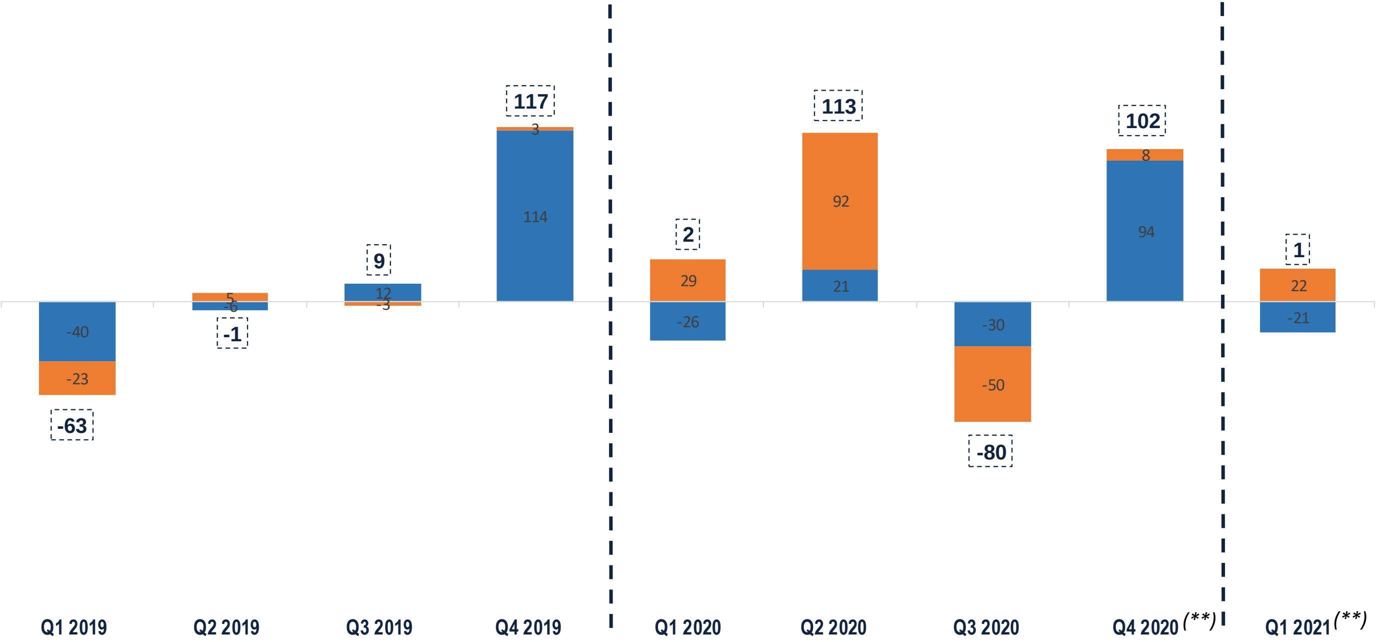
INCOME STATEMENT Q1 2021

in €M	**Q1 2021 Reported**	Q1 2020 Reported	change	var LfL (%)
Net Sales	**682,5**	**738,6**	**(56,1)**	**-5,5%**
Recurring EBITDA	**53,0**	**52,3**	**0,7**	**4,1%**
EBITDA Margin (%)	*7,8%*	*7,1%*	*+70 bps*	
Depreciation and Amortisation	(19,0)	(22,7)	3,7	
PPA amortisation	(2,2)	(1,8)	(0,4)	
Provisions and Impairment losses (net)	0,2	(0,3)	0,5	
Current Operating Profit	**32,1**	**27,5**	**4,6**	
Current operating profit margin (%)	*4,7%*	*3,7%*	*+100 bps*	
Other operating net expenses	(0,9)	(2,4)	1,5	
Operating Profit	**31,2**	**25,1**	**6,1**	
Net financial costs	(20,1)	(20,9)	0,8	
Other financial result	(1,6)	(2,8)	1,2	
Income tax expenses	(7,6)	(4,9)	(2,7)	
Net Profit (loss) for the period before associates	**2,0**	**(3,5)**	**5,5**	
Share of profit (loss) of associates	-	-	-	
Net Profit (loss) for the period from continuing operations	**2,0**	**(3,5)**	**5,5**	

WORKING CAPITAL QUARTERLY EVOLUTION 2019-2021 (*)

in €M

Payment Deferrals				
in €M	120	47	75	73

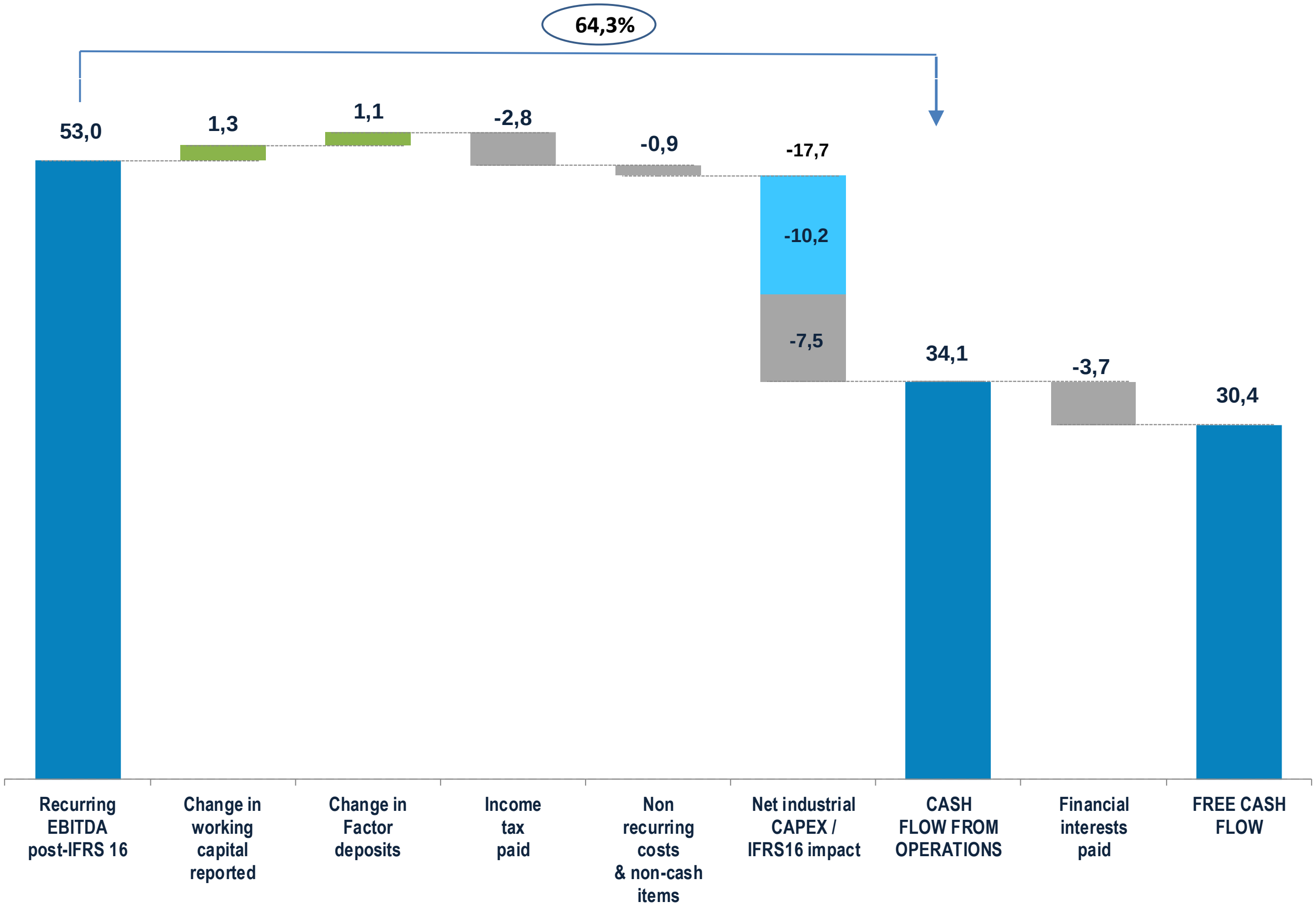


(*) Q1 2021 working capital is still benefitting from c. 73m€ of payment deferrals (included in the non strict working capital)
(**) Non recourse factoring : 185m€ as per 31/03/2021 (vs. 166m€ as per 31/12/2020)

■ Change in Strict working capital ■ Change in Non strict working capital

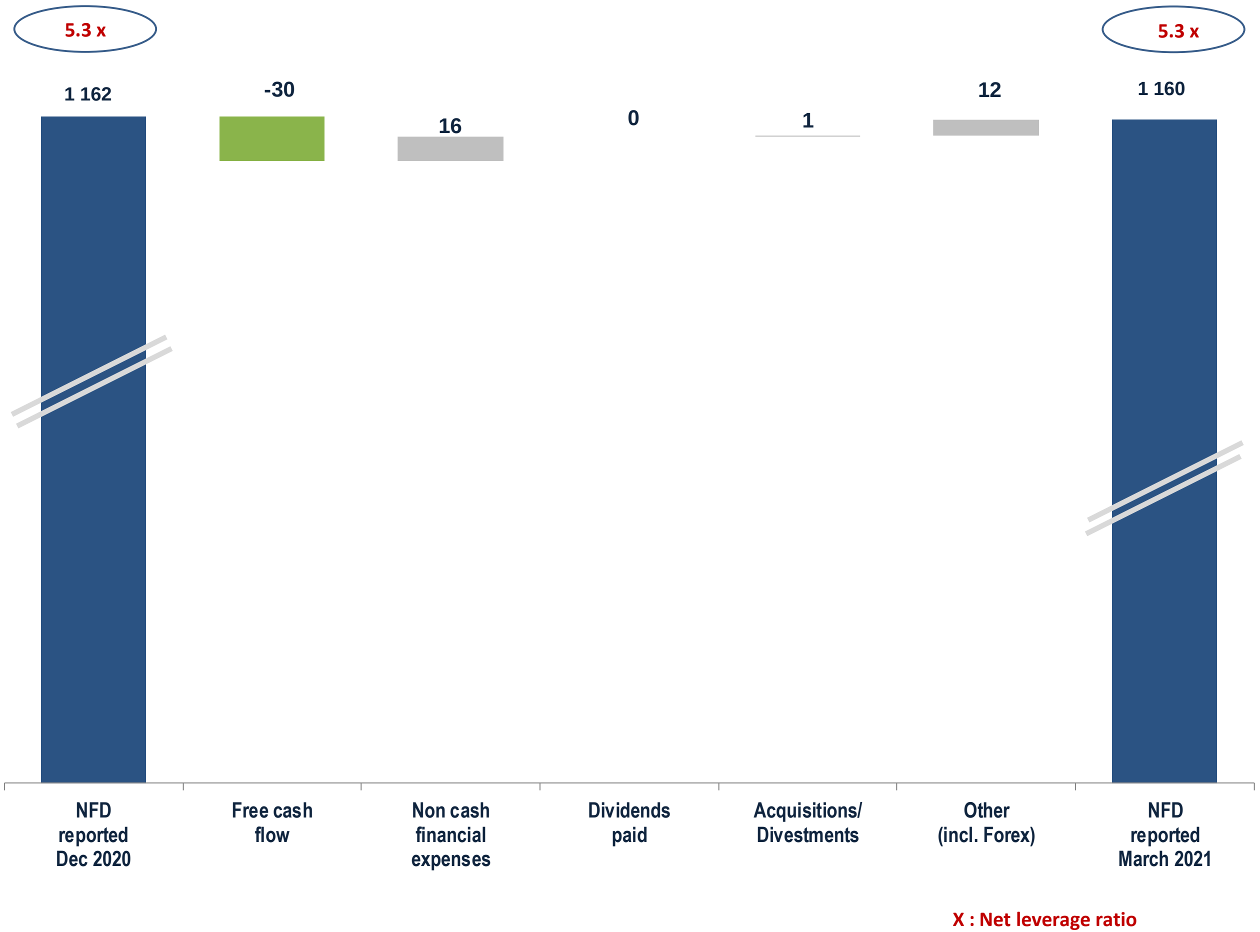
Q1 2021 FREE CASH FLOW

in €M

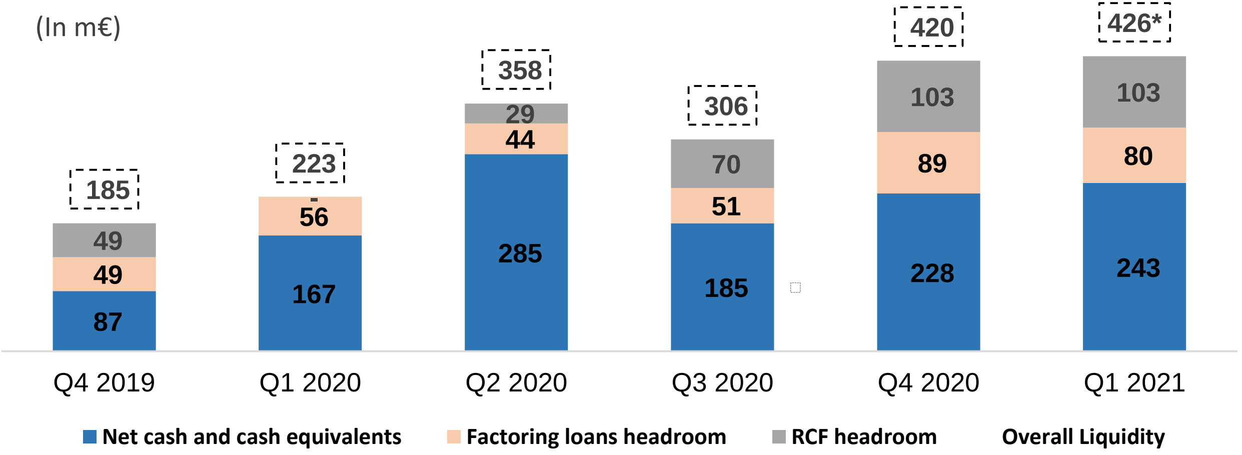


Q1 2021 NET FINANCIAL DEBT BRIDGE

in €M



UPDATE ON LIQUIDITY (1/2)



- **As of March 31st, the Group has a liquidity of c. 426m€, with c. 243m€ of cash and cash equivalent**
- Factoring Facility : c. 187m€ drawn, of which c. 185m€ are without recourse, and a c. 80m€ headroom*
- Revolving Credit Facility : undrawn ; c. 103m€ headroom
- Other uncommitted Facility : c. 3m€ drawn out of 15m€

** Liquidity : 426m€ including factoring headroom & excluding uncommitted credit facilities ; 359m€ excluding factoring headroom & including uncommitted credit facilities. The use of factoring headroom remains subject to the stock of receivables that can be assigned. New entities should enter the factoring programs during second half of the year – Netherlands, Poland, etc*

UPDATE ON LIQUIDITY (2/2)

- **Governmental measures**
  - As of March 31st, 2021, 74m€ of deferred social charges and taxes of which :
    - ~ 40m€ to be repaid during H1 2021 (notably social charges in France)
    - ~ 27m€ of UK taxes, to be repaid on a monthly basis throughout the year until December 2021

- **State guaranteed financing (“PGE”) of 50m€**
  - Documentation Long Form signed on June 02nd, 2020 and drawdown on June 24th, 2020
  - **Extension option exercised for 1 year up to June 02nd, 2022**

- **Factoring programs**
  - Non-recourse factoring facility with CAL&F :
    - Facility amount : **220m€** (scope to be extended to Netherlands, Luxemburg & Poland)
    - Maturity : **September 2022**
  - Non-recourse factoring facility with CIC Factoring in the UK of **35m£**

29 July 2021	Q2 and HY 2021 Financial Results
2 November 2021	Q3 and 9M 2021 Financial Results

INVESTOR RELATION CONTACT

investorcontact.fr.ags@atalianworld.com

Appendices

2020 NET FINANCIAL DEBT

In M€	Dec 2019	March 2020	Dec 2020	March 2021
Net Cash & Cash Equivalents	**87**	**167**	**228**	**243**
HY Bonds	1 239	1 229	1 225	1 239
Factoring	31	30	10	2
RCF*	54	103	0	0
PGE	0	0	50	50
Other	107	117	104	112
Total Gross Debt	**1 431**	**1 478**	**1 390**	**1 403**
Total Net Debt	**1 343**	**1 311**	**1 162**	**1 160**
Deconsolidated Factoring	139	132	166	185
Adjusted Net Debt	1 482	1 443	1 328	1 345
Recurring EBITDA	**207**	**211**	**218**	**219**
Leverage (Net Debt / EBITDA)	**6,5X**	**6,2X**	**5,3X**	**5,3X**

* As of 31 March 2021, the RCF was not drawn (vs fully drawn as of 31 March 2020). This financing is subject to a financial covenant (Secured Leverage Ratio, SLR) based on the Group's consolidated accounts. SLR (Secured Net Debt / Consolidated EBITDA post IFRS 16) shall not exceed 1,75x as of 31 December and 30 June closings. At 31 March 2021, these financial covenants were respected.

ATALIAN

GLOBAL SERVICES

For a better performance

ATALIAN Global Services
Headquarters
111-1113 quai Jules Guesde
94400 Vitry-sur-Seine - FRANCE
T. +33 1 55 53 03 00

Follow us:

atalian.com | LinkedIn