

Fact sheet

ALITHYA GROUP (TSX: ALYA, NASDAQ: ALYA) IS A LEADER IN STRATEGY AND DIGITAL TRANSFORMATION IN NORTH AMERICA. FOUNDED IN 1992, THE COMPANY COUNTS ON MORE THAN 2,000 PROFESSIONALS IN CANADA, THE US AND EUROPE. ALITHYA'S INTEGRATED OFFERING IS BASED ON FOUR PILLARS OF EXPERTISE: STRATEGY SERVICES, APPLICATION SERVICES, ENTERPRISE SOLUTIONS AND DATA AND ANALYTICS. ALITHYA DEPLOYS SOLUTIONS, SERVICES, AND SKILLSETS TO CRAFT TOOLS TAILORED TO ITS CLIENTS' UNIQUE BUSINESS NEEDS IN THE FINANCIAL SERVICES, MANUFACTURING, ENERGY, TELECOMMUNICATIONS, TRANSPORTATION AND LOGISTICS, PROFESSIONAL SERVICES, HEALTHCARE, AND GOVERNMENT SECTORS.

Our Integrated and Targeted Offer

- ▶ **Business Strategy**
 - Strategic Consulting
 - Digital Transformation
 - Organizational Performance
 - Enterprise Architecture
- ▶ **Application Services**
 - Digital Applications Development
 - Legacy Systems Modernization
 - Control/Software Engineering
 - Cloud and Infrastructure
- ▶ **Enterprise Solutions**
 - Enterprise Resource Planning (ERP)
 - Corporate Performance Management (CPM/EPM)
 - Customer Relationship Management (CRM/CXM)
- ▶ **Data and Analytics**
 - Business Intelligence
 - Data Management
 - Artificial Intelligence and Machine Learning
 - Internet of Things (IoT)

Industries



Financial Services



Telecommunications



Manufacturing



Healthcare



Energy



Professional Services



Transportation & Logistics



Government

AT A GLANCE

MORE THAN **2,000** PROFESSIONALS
FOUNDED IN **1992**

STOCK INFORMATION

▶ STOCK EXCHANGE AND SYMBOL:

TSX: ALYA
NASDAQ: ALYA

AS AT FEBRUARY 12, 2020

▶ PRICE:

TSX: C\$4.15
NASDAQ: US\$3.06

▶ MARKET CAPITALIZATION:

C\$238M

NUMBER OF SHARES OUTSTANDING:

AS AT DECEMBER 31, 2019

▶ **CLASS A**
SUBORDINATE VOTING SHARES:

50,280,313

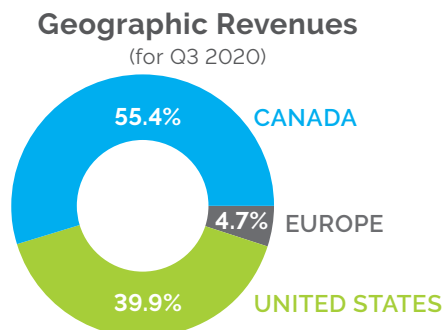
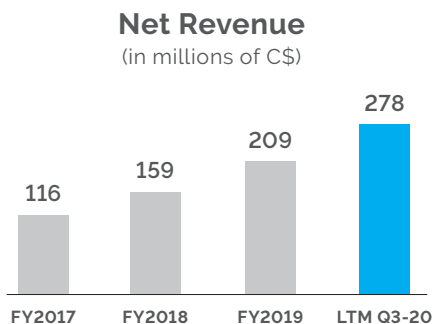
▶ **CLASS B**
MULTIPLE VOTING SHARES:

7,168,984

Financial Highlights

(IN MILLIONS OF \$, EXCEPT FOR MARGINS)	Q3-2019	Q2-2020	Q3-2020
Revenues	\$58.2	\$67.4	\$66.2
Gross margin	16.4	20.7	20.2
Gross margin (%)	28.3%	30.7%	30.4%
Operating Loss	(5.9)	(2.6)	(2.6)
Adjusted EBITDA ⁽¹⁾	1.3	3.2	3.5

(1) This is a non-IFRS financial measure. Non-IFRS measures do not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. These measures should be considered as supplemental in nature and not as a substitute for the related financial information prepared in accordance with IFRS. Please refer to the Management's Discussion and Analysis for the quarter and the year ended March 31, 2019 for further details..



Strategy

A PROVEN CONSOLIDATOR WITH A HISTORY OF SUCCESSFUL INTEGRATION OF TRANSACTIONS

2020	Acquisition of Askida, a firm specializing in software quality assurance and application development and modernization
2019	Acquisition of Travercent, a leading US-based cloud-focused consulting group specialised in the healthcare sector. Acquisition of Matricis Informatique, specializing in the Internet of Things (IoT), Artificial Intelligence (AI) and operational intelligence
2018	Acquisition of Edgewater Technology, specializing in the implementation of Microsoft and Oracle solutions, and NASDAQ and TSX new listing
2017	Acquisition of SWI, specializing in software and engineering in the Finance and Energy sectors
2016	Acquisition of Pro2P, a firm specialized in the implementation of Oracle solutions
2015	Acquisition of OSI, an IT services and hiring specialist firm
2013	Acquisition of Sinapse, thus doubling Alithya's size and expanding its services offering to the public sector
1998-2005	Eleven acquisitions in Canada and France to expand expertise and geographic footprint

Why Invest?

1. Proven industry consolidator in highly fragmented market
2. Short-term synergies & cross-selling with acquisitions in the U.S.
3. Expanded geographic presence in the U.S.
4. Operates within faster growing segments of the overall IT sector
5. Solid financial position
6. Experienced executive team

ANALYST COVERAGE

- > **Jim Byrne**, Acumen
- > **Gavin Fairweather**, Cormark Securities
- > **Maher Yaghi**, Desjardins Capital Markets
- > **Amr Ezzat**, Echelon Wealth Partners
- > **Suthan Sukumar**, Eight Capital
- > **Deepak Kaushal**, GMP Securities
- > **Andrew McGee**, National Bank Financial
- > **Paul Steep**, Scotiabank Global Banking and Markets

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