

Fact sheet

ALITHYA (TSX: ALYA, NASDAQ: ALYA) IS A LEADER IN STRATEGIC CONSULTING AND DIGITAL TRANSFORMATION, WITH 2,000 HIGHLY SKILLED PROFESSIONALS IN CANADA, THE US AND EUROPE. OUR INTEGRATED OFFERINGS POSITION US AS A LEADING DIGITAL TECHNOLOGY PARTNER, SPECIALISED IN DESIGNING INNOVATIVE AND EFFICIENT SOLUTIONS FOR COMPLEX DIGITAL INTEGRATION AND BUSINESS CHALLENGES.

Alithya's insights and client-centered approach deploys an ever-evolving arsenal of leading edge products, services and skillsets to craft highly specialized client-centric solutions.

Our services are composed of Microsoft solutions, Oracle Cloud solutions and an expanded series of strategy and IT services. Clients in a large spectrum of sectors entrusts us with their strategic projects.

Services

- ▶ Strategy
 - ▶ including strategic consulting, organisational performance, architecture and co-management.
- ▶ Microsoft solutions for Enterprise Resource Planning (ERP), Customer Relationship Management (CRM) and Business Intelligence (BI)
 - ▶ including Dynamics, Azure, digital solutions, advanced analytics, application development and architecture.
- ▶ Oracle solutions for Enterprise Resource Planning (ERP Cloud), Enterprise Performance Management (EPM Cloud), Enterprise Business Suite (EBS) and Analytics
 - ▶ including advanced analytics, application development, architecture and managed services.
- ▶ Custom solutions
 - ▶ including a Remote Digital Solutions Center, System integration and development and Business Analytics.

Industries

- ▶ Banking, Investment and Insurance
- ▶ Manufacturing, Retail and Distribution
- ▶ Energy
- ▶ Transportation
- ▶ Telecommunications
- ▶ Professional Services
- ▶ Healthcare
- ▶ Government

AT A GLANCE

2,000 PROFESSIONALS
FOUNDED IN 1992

STOCK INFORMATION

AS AT FEBRUARY 14, 2019

- ▶ STOCK EXCHANGE AND SYMBOL:
TSX: ALYA
NASDAQ: ALYA
- ▶ PRICE:
TSX: C\$3.90
NASDAQ: US\$2.95
- ▶ NUMBER OF SHARES OUTSTANDING:
55.6M
- ▶ MARKET CAPITALIZATION:
C\$217M

Financial Highlights

UNAUDITED

(IN MILLIONS OF \$, EXCEPT FOR MARGINS)	QUARTERS ENDED DEC. 31		NINE MONTHS ENDED DEC. 31	
	2018	2017	2018	2017
Revenues	\$58.2	\$40.4	\$136.8	\$118.8
Gross margin	16.5	9.6	33.7	25.5
Gross margin (%)	28.4%	23.7%	24.6%	21.4%
Adjusted EBITDA ⁽¹⁾	1.3	3.2	4.0	8.3

(1) This is a non-IFRS financial measure which does not have any standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Refer to the Corporation's MD&A for further details.

Strategy

A PROVEN CONSOLIDATOR WITH A HISTORY OF SUCCESSFUL INTEGRATION OF TRANSACTIONS

2018	Acquisition of Edgewater Technology, specializing in the implementation of Microsoft and Oracle solutions, and NASDAQ and TSX new listing
2017	Acquisition of SWI, a full-service software and engineering consulting firm operating mainly 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

Investment Thesis

1. Proven industry consolidator in highly fragmented market
2. Short-term synergies & cross selling with Edgewater acquisition
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

OUTLOOK ⁽¹⁾

- Revenue of C\$300M to C\$320M
- Adjusted EBITDA of C\$22M to C\$24M

(1) Guidance provided at the time of the Edgewater acquisition (Nov. 1, 2018) for the year following closing, on a pro forma basis, as synergies stemming from the acquisition materialize.

ANALYST COVERAGE

- **Maheer Yagghi**,
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- **Gavin Fairweather**,
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- **Amr Ezzat**,
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