



First nine months

Income from operations (8.5 million euros) was down 24% (-31% at actual exchange rates) and the operating margin (15%) 1.8 percentage points (down 2.9 percentage points at actual exchange rates).

Net income (6.6 million euros) decreased by 24% at actual exchange rates. It was down 85% in Q2 2020.

Free cash flow was positive by 8.5 million euros (5.6 million euros in Q3 2019).

First nine months of 2020

The COVID-19 epidemic and its consequences really marked the first nine months of 2020.

From the start of the crisis, the Group took the necessary hygiene and physical distancing measures to safeguard the health of employees, customers, suppliers and other stakeholders. These measures are still in effect.

Lockdown measures implemented by most countries, especially during the first half of the year, have led to a significant reduction in activity by the Group's customers, and to the suspension of some commercial discussions with Lectra.

While a gradual increase in activity occurred in Q3, many customers have not reached the level of activity they had before the crisis and have been led to temporarily reduce their capital expenditures or operating expenses.³² 841.92 re

Income from operations and net income

Income from operations (15.6 million euros) declined by 45% (-47% at actual exchange rates).

The operating margin (9.1%) was down 5 percentage points (down 5.3 percentage points at actual exchange rates).

