

SOLUTIONS 30

Company Presentation

Gianbeppi Fortis

Chief Executive Officer



Solutions for New Technologies

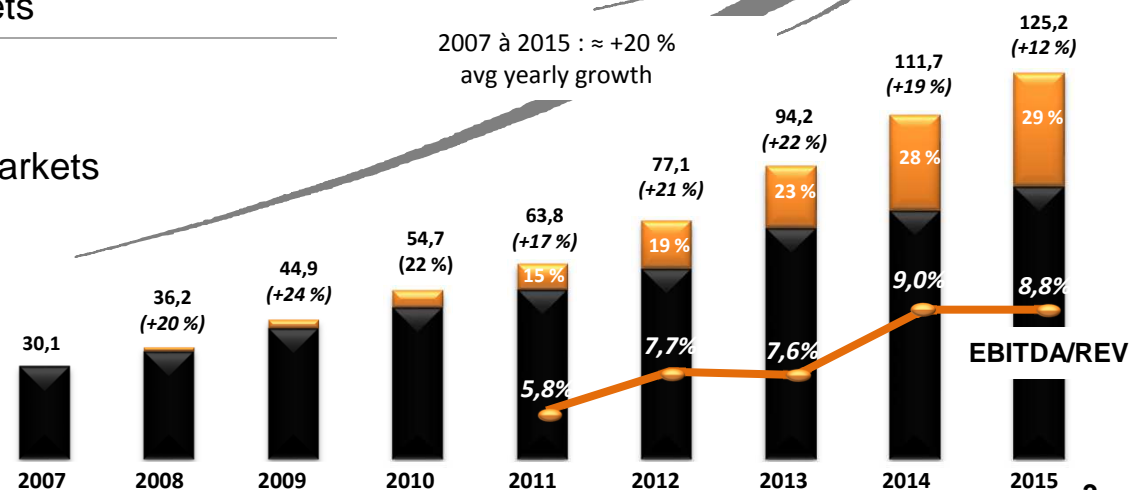
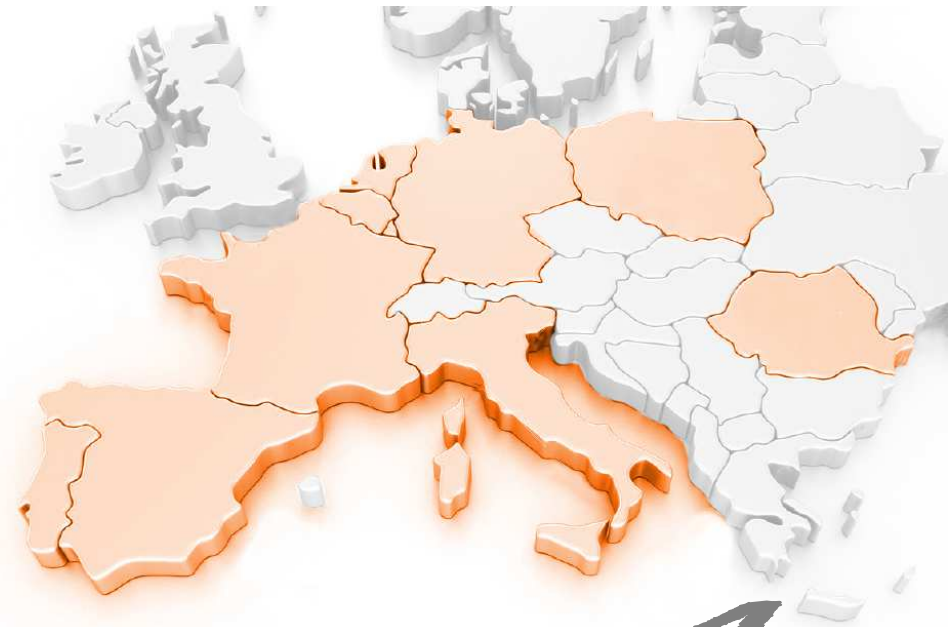
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SOLUTIONS 30 SE history

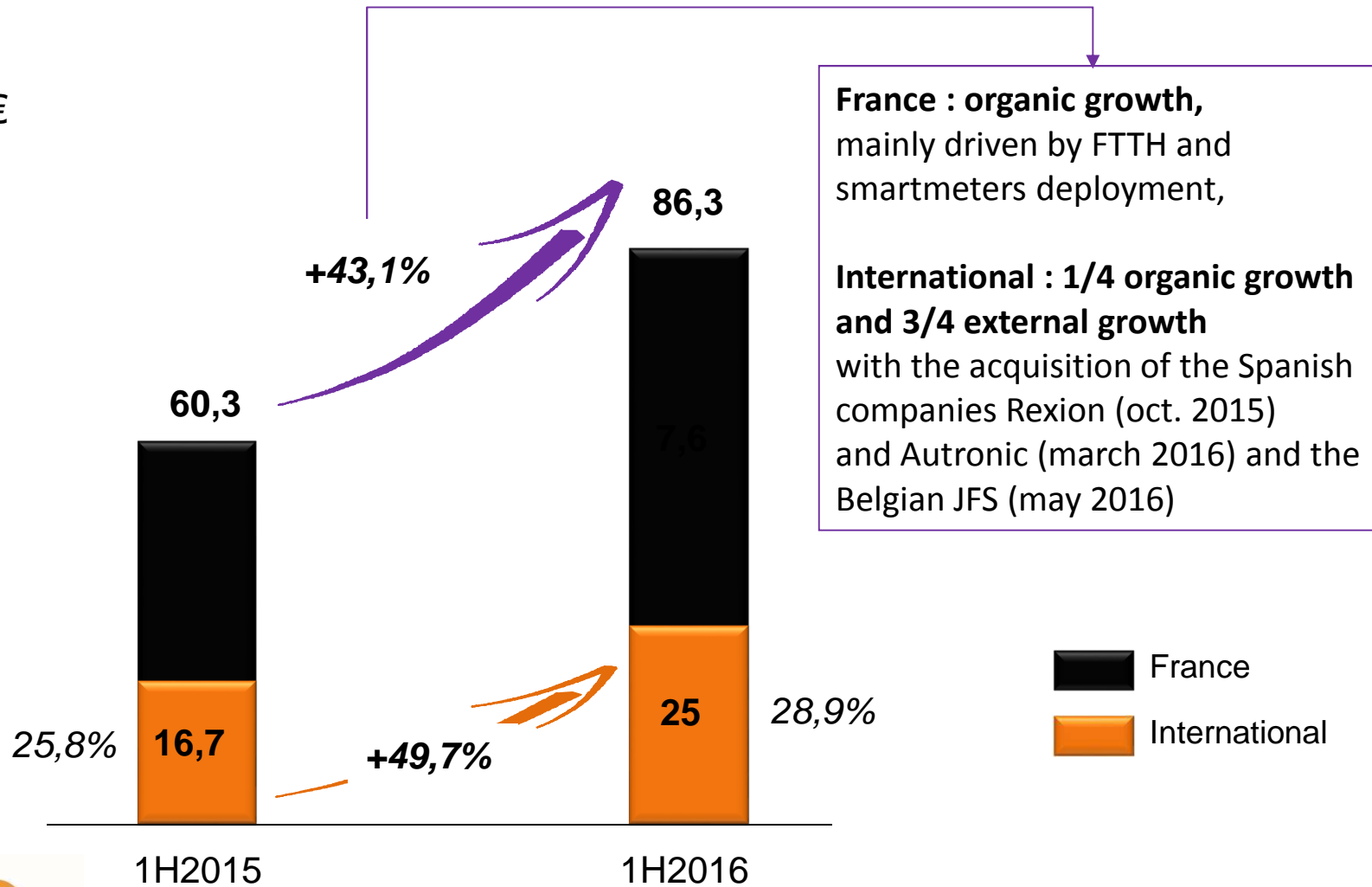
Milestones

- | | |
|-------------|---|
| 2015 | <ul style="list-style-type: none"> ✓ Market Cap 200 M€ ✓ Signed historical contract smartmeters ✓ Signed historical contract FTTH ✓ 30% of revenues outside France & growing ✓ 8 M interventions |
| 2014 | <ul style="list-style-type: none"> ✓ > 100 M€ revenues ✓ Market Cap 100 M€ ✓ Dual listing Paris / Frankfurt |
| 2013 | <ul style="list-style-type: none"> ✓ Transformation into « société européenne » transfer headquarters to Luxembourg |
| 2010 | <ul style="list-style-type: none"> ✓ > 50 M€ revenues ✓ Listing on Alternext ✓ Entered POS and Security markets |
| 2009 | <ul style="list-style-type: none"> ✓ First M&A operation ✓ 1 M interventions ✓ Entered Energy and Digital TV markets |
| 2008 | <ul style="list-style-type: none"> ✓ Opened international operations |
| 2005 | <ul style="list-style-type: none"> ✓ IPO on the « Marché Libre » |
| 2003 | <ul style="list-style-type: none"> ✓ Startup PC 30 in Paris |



1H2016 Revenues

M€



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SOLUTIONS 30 SE today

20 %

annual growth in
revenues since 2007

30 %

of the revenues are generated in
6 countries outside France (B,
GER, IT, LU, NL, SP)

5

business units in fast growing
markets

- IT & Telco
- Energy
- Home automation
- POS-Terminals
- Security

90 %

of the revenues through strategic
accounts (B2B2B or B2B2C)

- Telco operators
- Integrators
- Utilities
- Manufacturers
- Distributors

> 2 000

employees, among them
1100 full time workers
and 1000 freelancers

>8 000

interventions per day, more
than 8 mio. interventions
since creation of Solutions 30



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What is our unique selling proposition?

Positioning

in historical markets
with high growth rates
as well as in new
markets with big
potential

Business Model

A profitable business
model proven in France
and successfully
developed in
continental Europe

Market

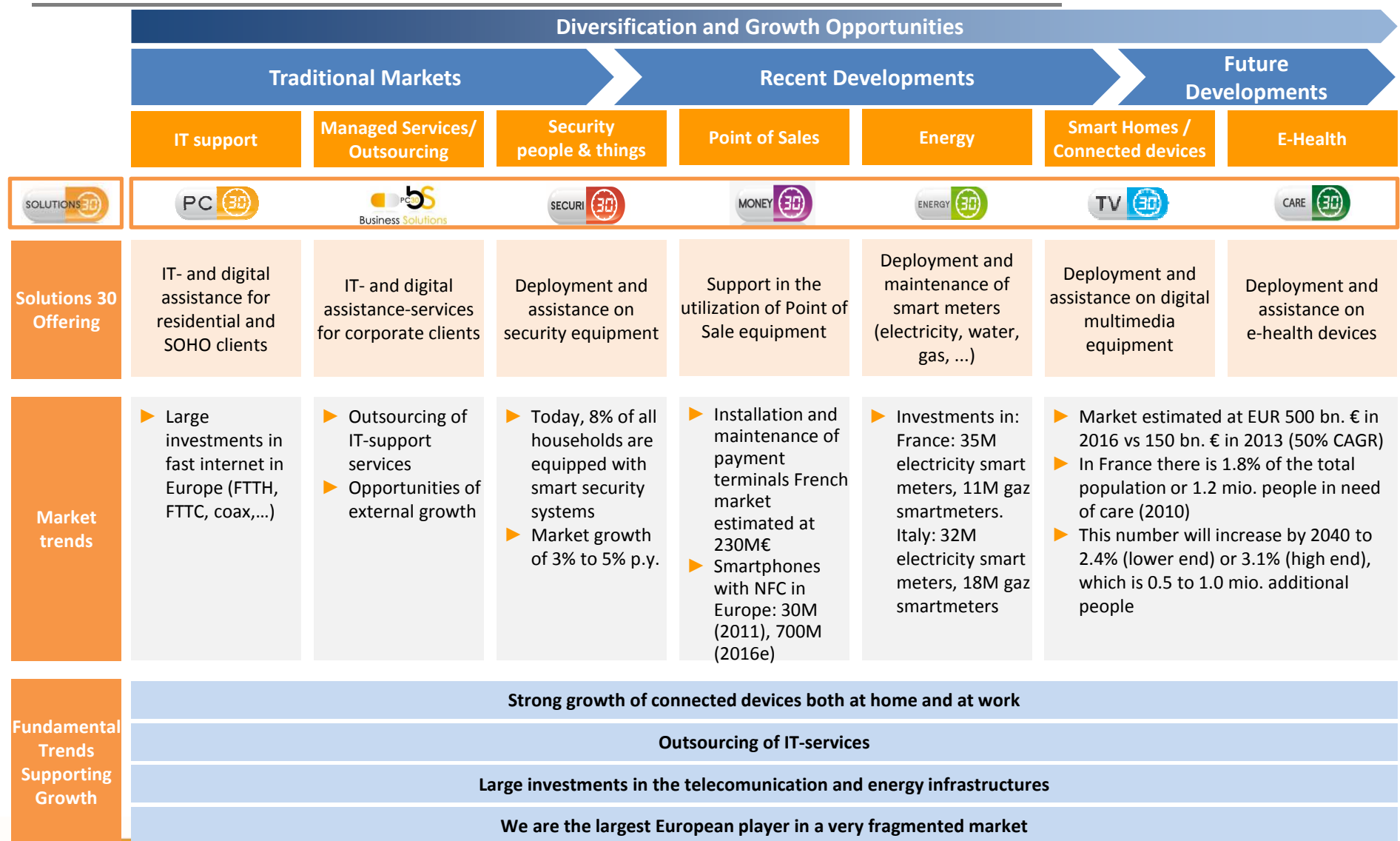
we are the leader in a
fragmented market of
500 mio. people



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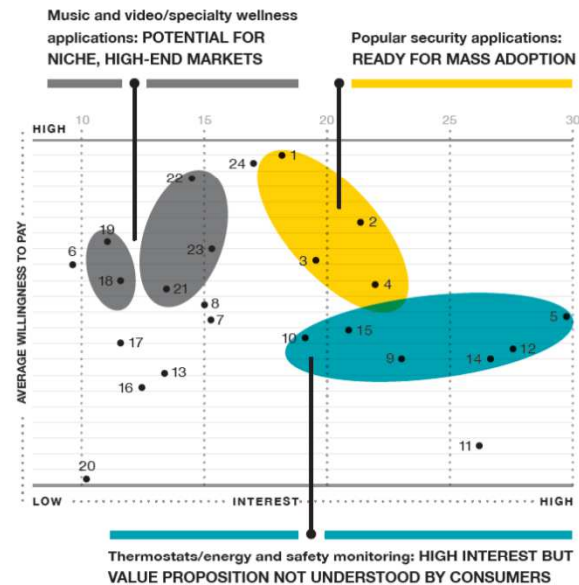
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We operate in several large and growing markets



New Markets and Future Markets

WILLINGNESS TO PAY



Safety and Security

1. Roving camera
2. Remote video feed
3. Auto-door locks
4. Remote door locks
5. Smoke/CO detector
6. Selective entrance
7. Remote window shades
8. Door phones
9. Leak detector

Utilities Management

10. Personalized thermostat
11. Smart lights
12. Auto-adjusting thermostat
13. Lawn sprinklers
14. Energy monitor
15. Learning thermostat

Wellness Monitoring

16. Connected scale
17. Smart health monitor
18. Connected health monitor

Smart Entertainment

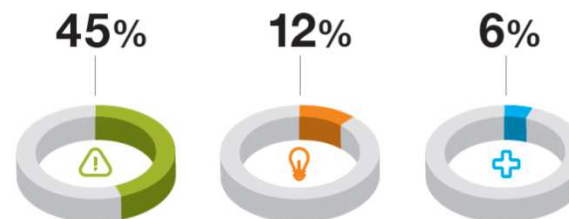
19. Elderly parent/child activity monitor
20. Connected heart rate tracker
21. "Seamless" audio/video
22. Multi-room music
23. Smart music
24. Connected hub

Services vs. Devices

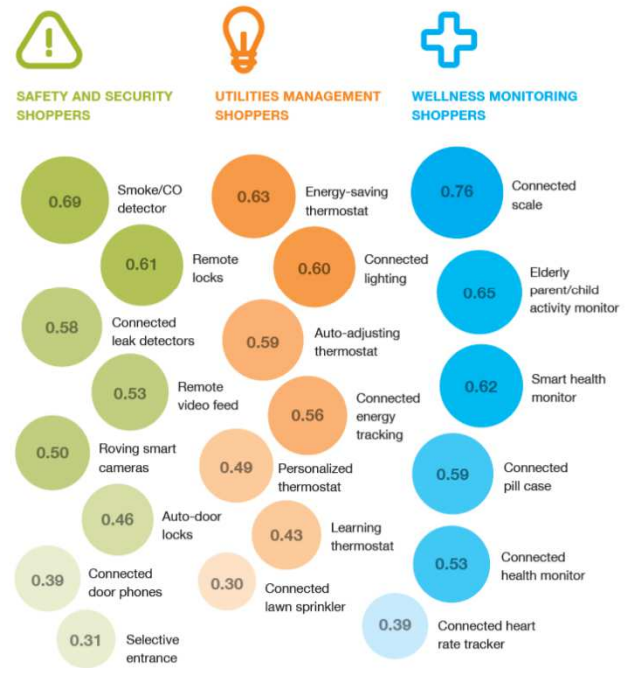
■ PER YEAR FOR SERVICE ■ ONE-TIME FEE FOR DEVICE



Customers Willing to Pay More Than \$20/Month



What the Average Shopper Will Buy



29%

of non-users interested in buying safety and security services are interested in 24/7 monitoring.

43%

of interested non-users are willing to pay a monthly fee for an energy analytics service.

75%

of interested buyers are willing to pay 10% more for smart appliances over basic models.

~60%

of customers would prefer to pay a one-time price for their devices.

McKinsey&Company

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Telecom : high speed internet is booming



- **Market :**

- 7 connected objets per household on avg in 2015 vs 2 in 2013
- France: 20b€ investment
- Italy: 10b€ investment (government, operators, utilities)
- Germany: 2b€+ investment from government

- **SOLUTIONS 30 :**

- April 2015 : SOLUTIONS 30 signes contract of 90 M€ over 5 years for fast internet deployment in France
- Beginning production June 2015
- 30% growth between june and december 2015, growth continues in 2016
- New opportunities in Italy and Germany



Energy : smartmeters are beeing deployed in France....



- **Market:**

- 1,2 Md€ investment to deploy 35 M Linky smartmeters
- 1st phase : 10 M meters, beginning 1 december 2015
- 20 M meters deployment awarded (about 20% mkt share S30)
- SOLUTIONS 30 : + 350% between june and december 2015
- Growth continues in 2016
- 300 M€ investment for the deployment of 11 M Gazpar smartmeters

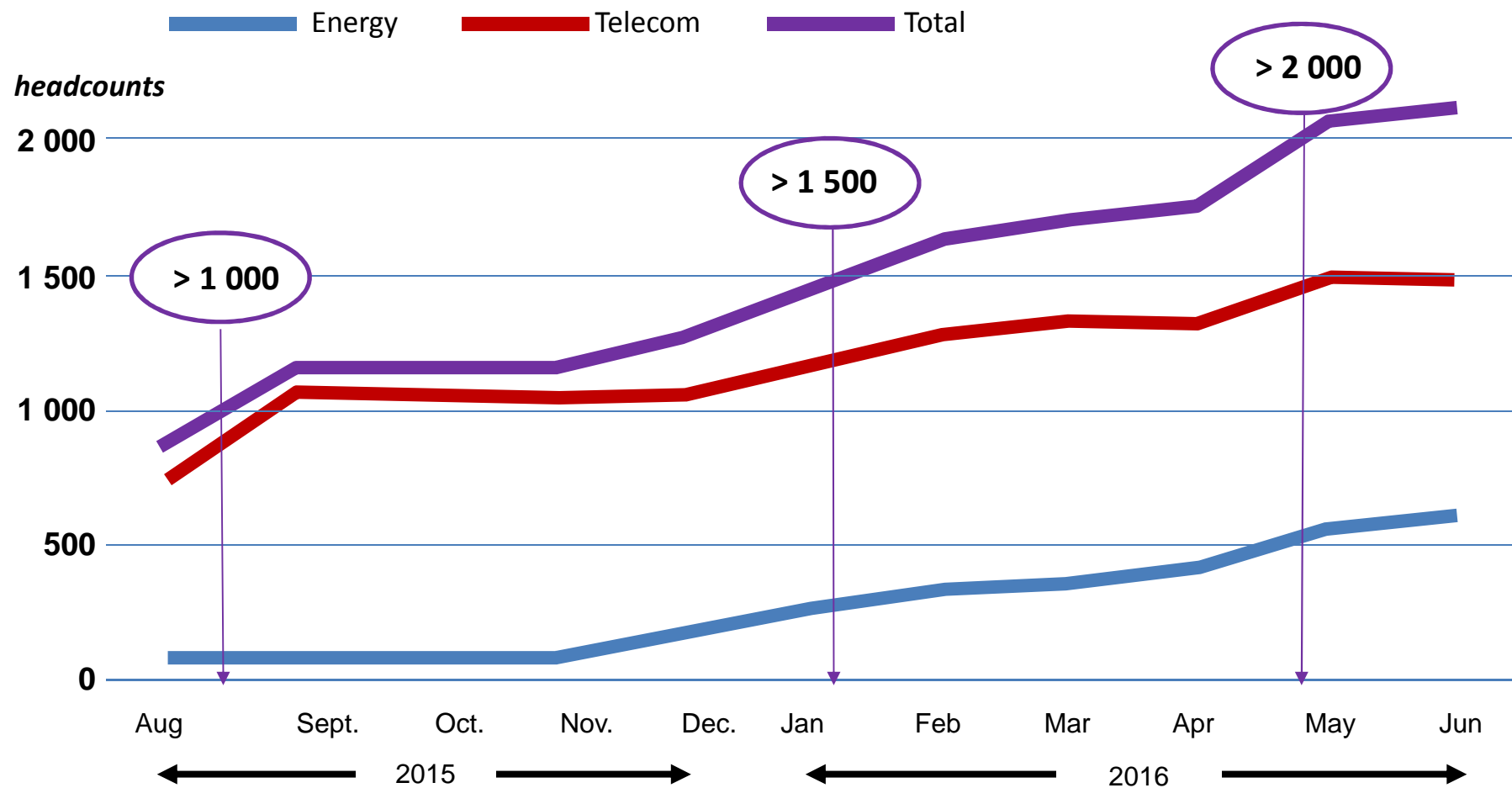
- **Perspectives :**

- New tender offer of 7 M Linky smartmeters on going, results in 2H2016, production in 2017
- Tender offer of 5,5 M Gazpar smartmeters on going, results in 3Q2016, production in 1Q2017

.... and Italy has just launched the same project: replacement of 32 M electricity meters and 18 M gaz meters

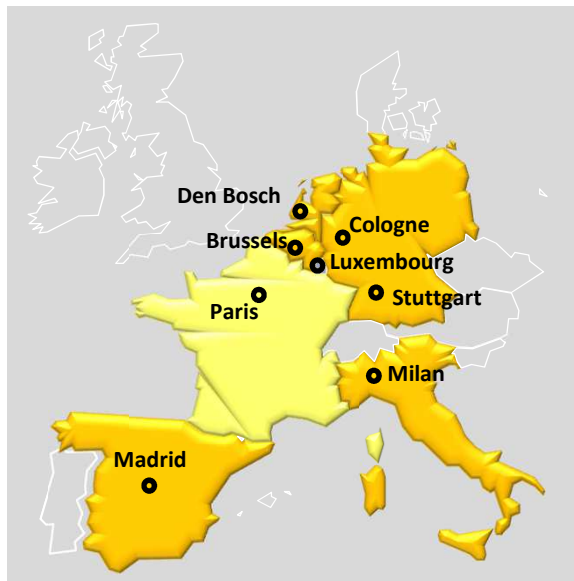


Volumes growth in France (telecom and energy)



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Our strategy of international expansion



The 4 pillars of growth

1. **cross-border contracts**
 - Securitas (France / Benelux)
 - HP (France / Italy / Benelux/Spain)
 - ...Rollout countrywide and deployment of the full service offer
 - Identification of M&A targets: Acquisition...
 - Implementation and development of one business area in a country...
 - Cross border contract
- Market-analysis

2. Contract with a local client

- Benelux : Worldline, Belgacom
- Italy : Vodafone, Tiscali, Urmet

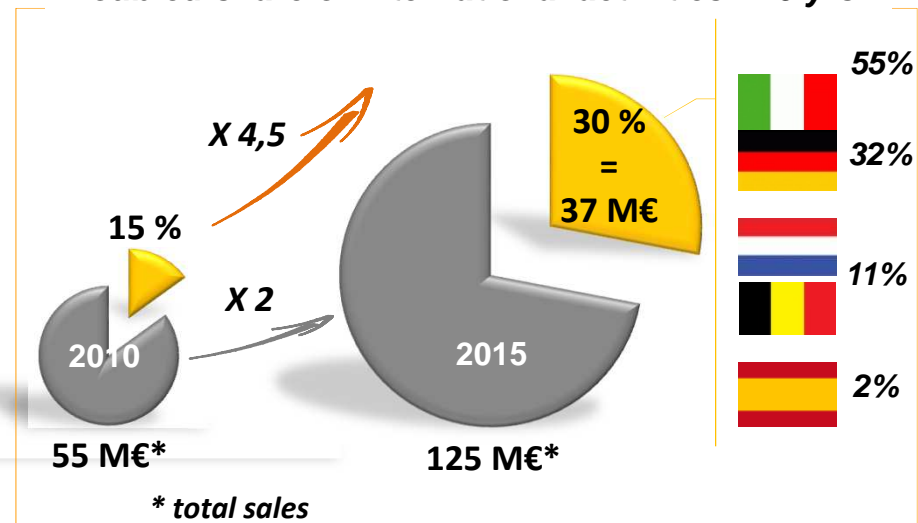
3. Acquisition of a local company

- Germany : B&F, Connecting Cable
- Italy : Mixnet
- Netherlands : Smartfix

4. Spin-off of a large corporation

- ANOVO Onsite, Cap Gemini (Desktop Support), Fnac (Form@home)

Doubled share of international activities in 5 yrs



Our target is Europe

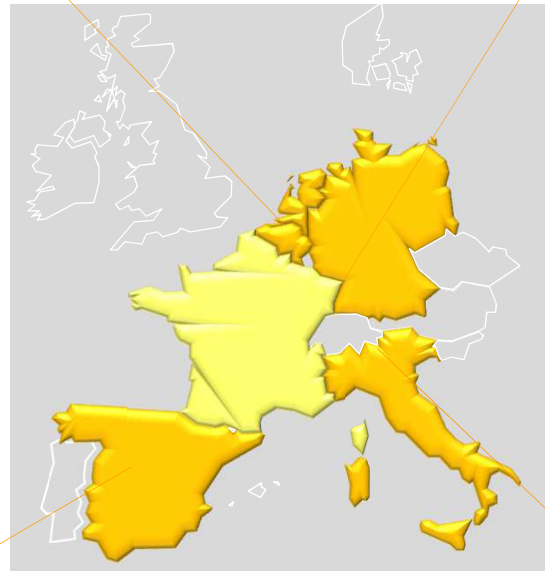


Benelux :

- development of glass-fiber and fast internet
- M&A



- development trough multinational clients already served in other countries
- M&A



- Largest EU population (81 mio. inhabitants)
- significant investments in infrastructure (fast internet, energy...)
- heavily fragmented market
- strong demand for technicians as almost 0% unemployment rate
- 2 acquisitions in 2013 in Stuttgart and Köln
- Alexander Sator joined the Supervisory Board



- investments in telecommunication (high-speed Internet)
- development of gas meters
- historical presence of SOLUTIONS 30
- 2 key accounts with strong potential: Vodafone & HP
- Francesco Serafini joined the Supervisory Board



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Spain and Benelux reach the critical mass in 2016

International 2015 revenues

JFS :

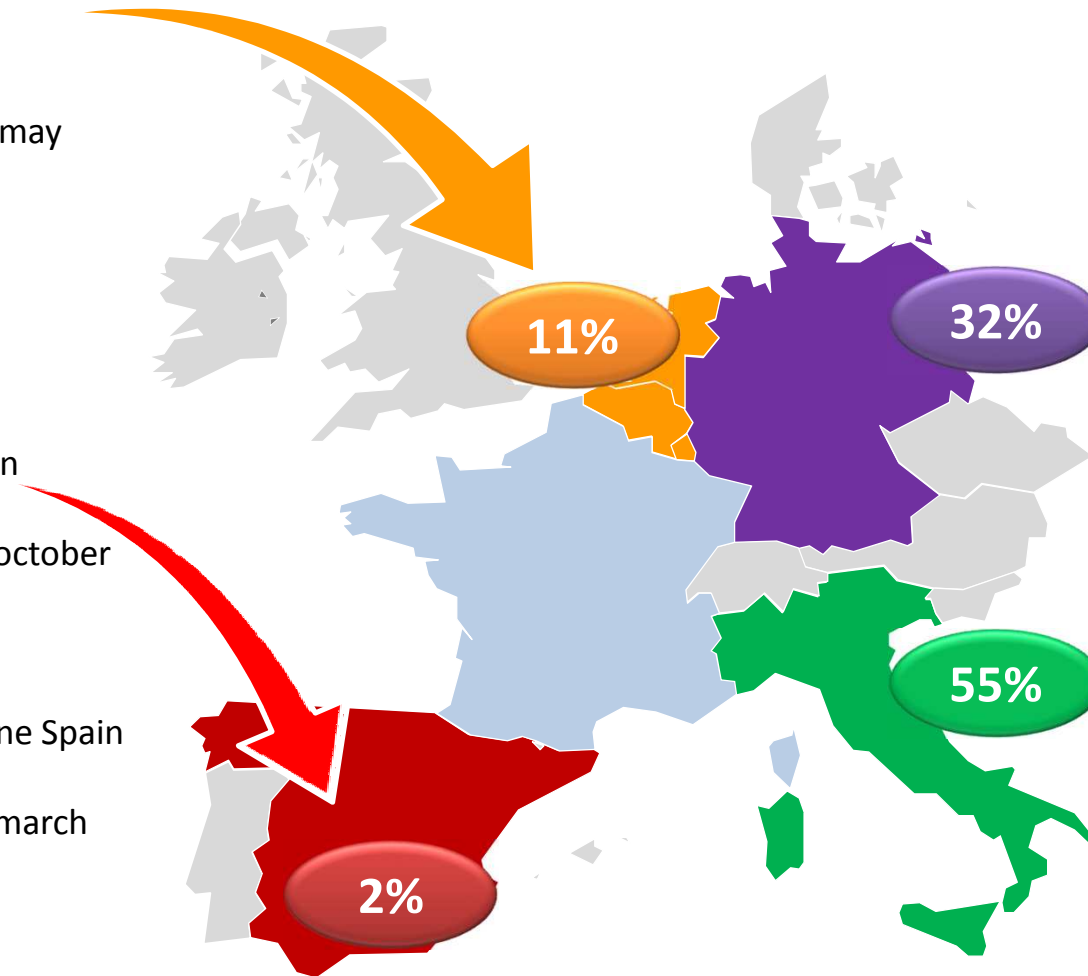
- Market leader in Benelux
- Revenues 30 M€
- Acquired 50% of shares 1st may 2016

Rexion :

- Historical HP partner in Spain
- Revenues 5 M€
- Acquired 60% of shares 1st october 2015

Autronic :

- Historical partner of Vodafone Spain
- Revenues 12 M€
- Acquired 50% of shares 1st march 2016



A simple and efficient business model to benefit from market growth

A model, that strenghtens our market position year by year

- ✓ **Creation** of a smart management platform
- ✓ **Development** of the strategy
« one business, many markets »

- ✓ **Complete coverage** trough a network of more than 2000 engineers
- ✓ **Unique knowledge base** documenting
« Best Practices » on a daily basis
trough 7 mio. interventions in the past 10 years
- ✓ **IT interface with the key accounts**
- ✓ **Strong relationship with key accounts**
developing cross-border opportunities
and/or long-lasting contracts



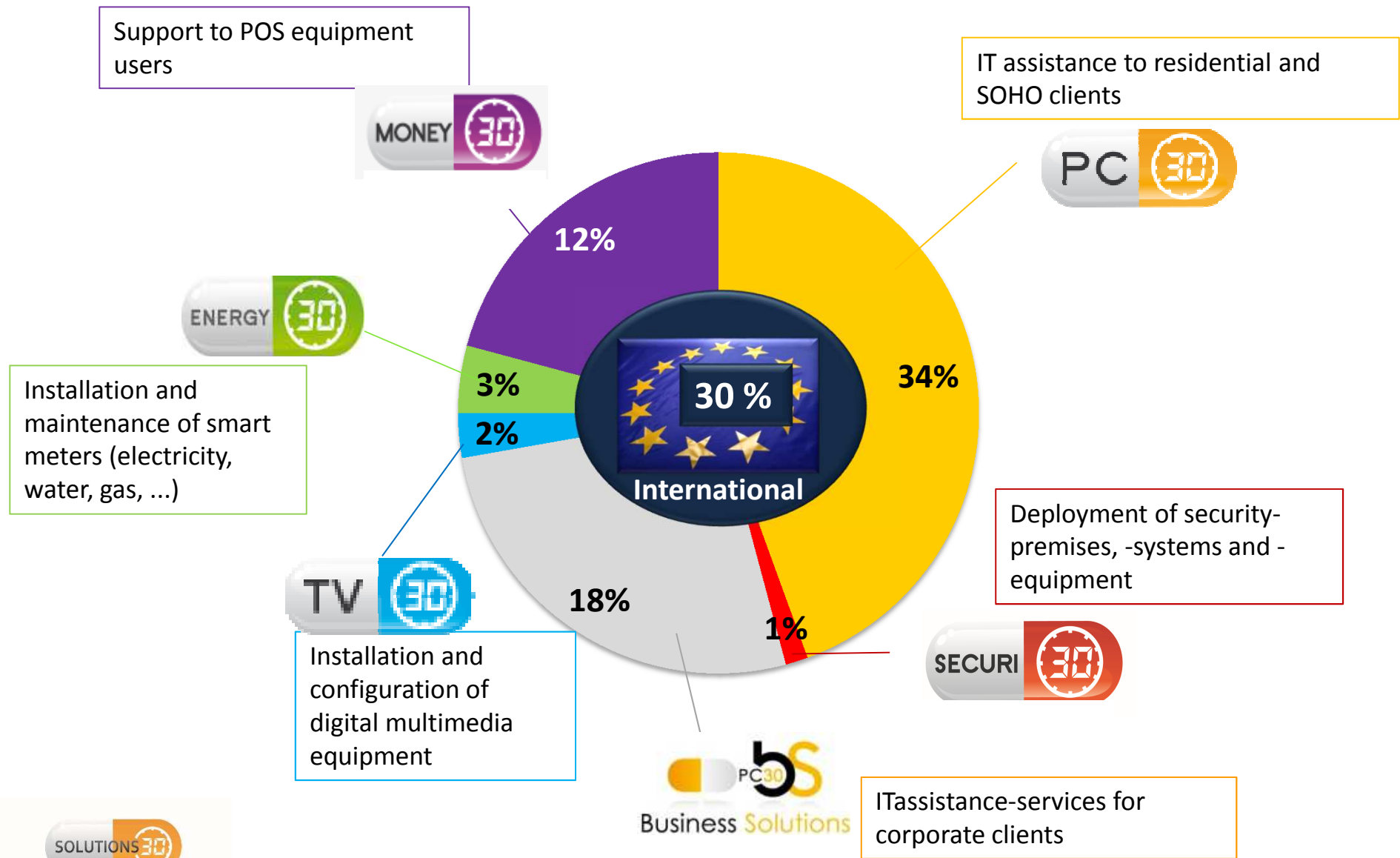
At the crossroads between growing markets and countries, we strengthen steadily the relationships with our key accounts



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Revenue share in 2015 by business unit



P & L 2015

M€	2015	2014	Var %
Revenues	125,2	111,7	+12,1 %
Subcontractors	(69,2)	(62,6)	
Personnel	(40)	(37,6)	+9,2 %
<i>As % of revenues</i>	87,3 %	89,6 %	-2,3 pts
<i>Other charges¹</i>	(4,9)	(1,6)	
EBITDA	11,0	10,0	+10 %
<i>As % of revenues</i>	8,8 %	9,0 %	- 0,2pt
EBIT ²	9,3	8,7	+6,9 %



¹ Equipment, consumables, field material,...

² Before amortization of intangible assets

Strong increase of Net Income

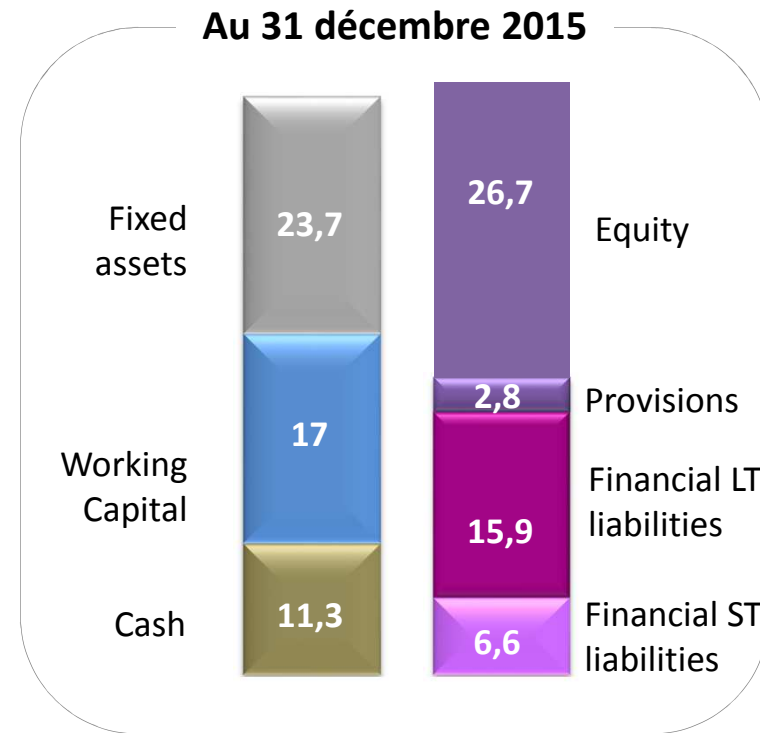
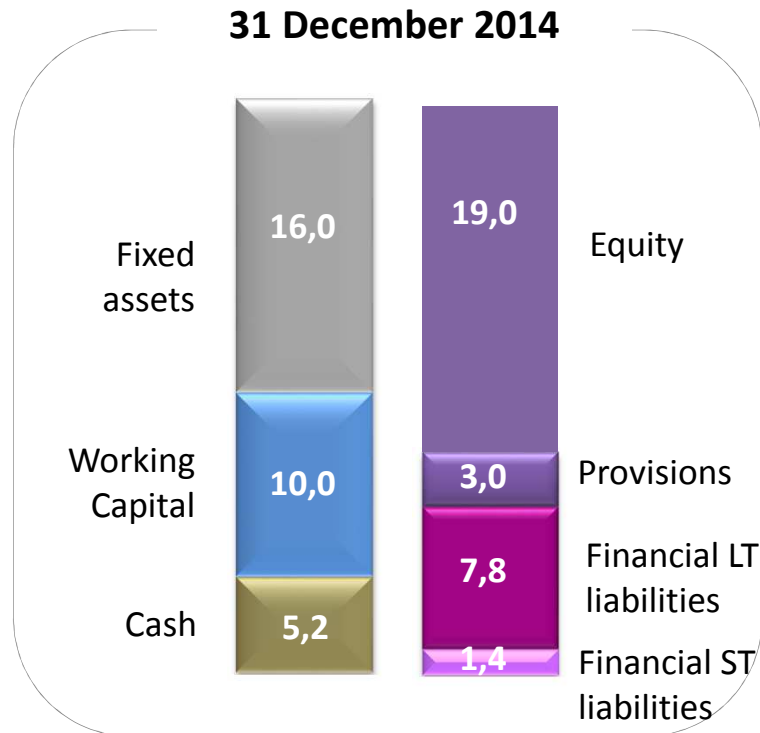
M€	2015	2014	Var % / x
EBIT ¹	9,3	8,7	+6,9 %
Financial Income	(0,2)	(0,3)	
Amortization of intangible assets	(1,1)	(0,5)	
Exceptional items	(0,6)	(1,7)	
Taxes on profits	(0,1)	(0,9)	
Net profits of consolidated companies	7,3	5,3	+37,7 %
Depreciation of goodwill	(1,2)	(1,2)	-
Consolidated net income	6,1	4,1	+48,8 %
Net income (group share)	6,1	4,0	+52,5 %

¹ Before amortization of intangible assets



Balance Sheet – summary of main elements

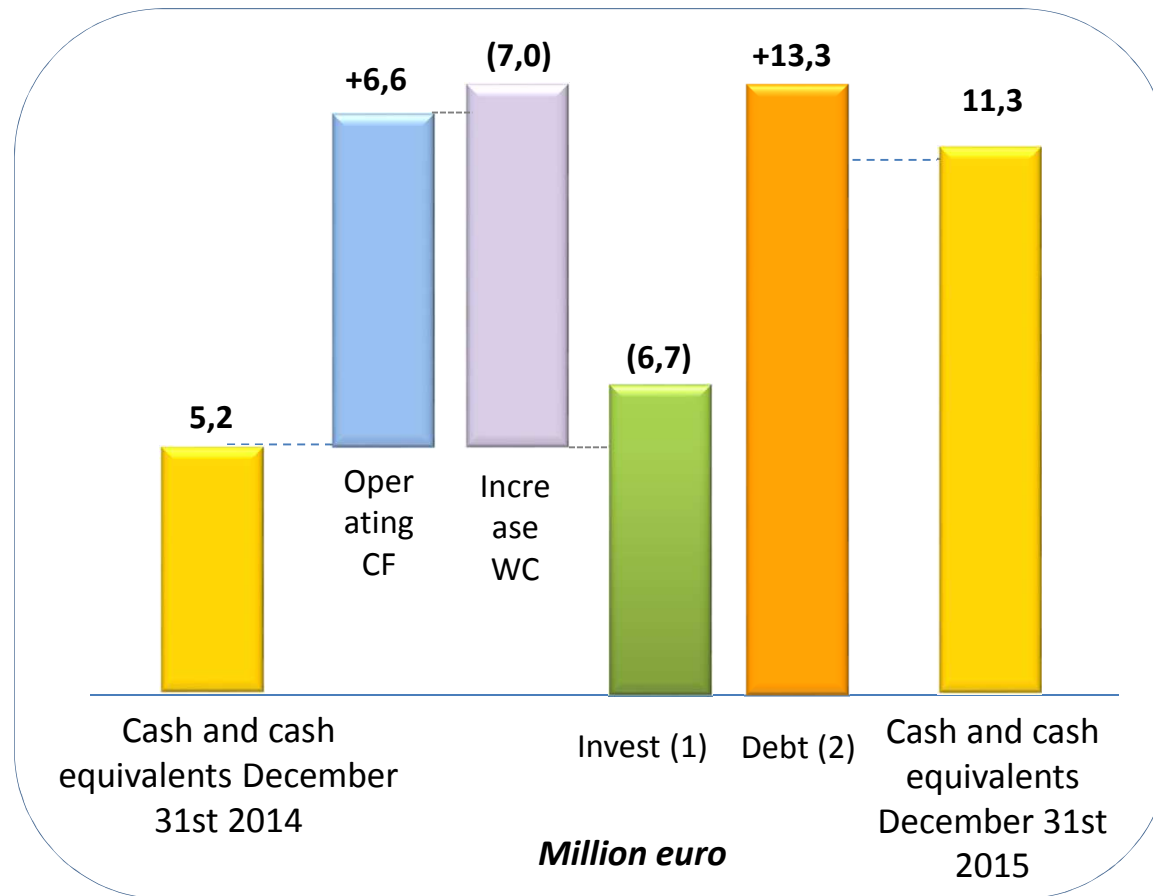
Million Euro



- Equity covers fixed assets
- Net Debt = 42% of Equity as of 31 december
- Avg cost of debt = 1,4%/yr
- Interest Coverage Ratio (EBIT/FI net) = 28x



Cash flow 2015



(1) Of which:

- 2,3 M€ IT developments
- 2,2 M€ M&A
- 1,2 M€ intangible assets
- 1 M€ fixed assets

(2) Of which 5,2 M€ short term



Increased liquidity

- **April 2016 :**
 - Liquidity contract to LCM
- **December 2015 :**
 - About 10% of shareholders are not French
- **September 2015 :**
 - 59% free float, i.e. 115 M€ (vs 14 M€ in September 2012)
 - Five analysts cover the company : Bryan Garnier & Co, Genesta Finance, Oddo Securities, LCM and Sphene Capital (Germany)
- **July 2015 :**
 - Admission of SOLUTIONS 30 shares on XETRA Frankfurt electronic stock exchange
- **August 2015 :** 10% of exchanges on the Frankfurt stock exchange
- **May 2015 :**
 - Third stock split in 5 years
 - 10,1 million shares

**BÖRSE
FRANKFURT**



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Short- and medium-term outlook

❏ Forecast 2016

- ✓ Faster growth than in 2015, double-digit profitable sales growth for the whole year
- ✓ Further strengthening of the organisation (staff and workflow processes)
- ✓ Further external growth activity
- ✓ Further international growth with a focus on Germany and Benelux

❏ Mid-term

- ✓ Overall Sales of 300 million Euro with 50-100 million Euro sales per country.

European market leader !

Our Equity Story

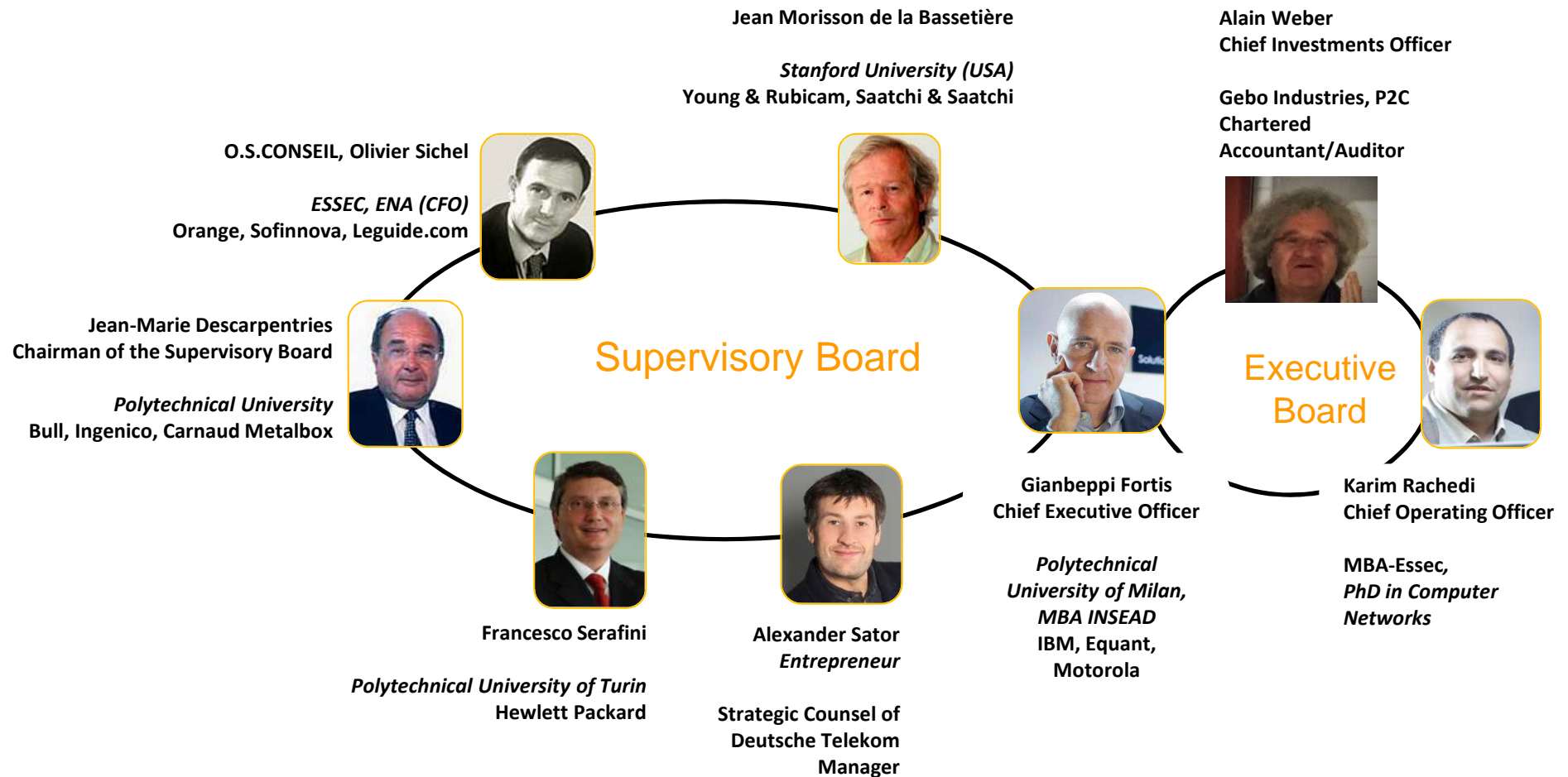
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- 1 • European market leader with a strong initial base in France and identical operations across continental Europe.
 - 2 • Strong growth of the Internet of Things (energy, home automation, security, health care) as well as strong demand from the traditional IT- and Telco-markets.
 - 3 • Unique business model of standardized processes generating profitability and enabling the consolidation of the European market.
 - 4 • Three key drivers of growth for the next three years:
 - Deployment of connected objects all across Europe
 - Geographic expansion
 - Consolidation of the market through acquisitions
 - 5 • Increasing number of transactions of shares SOLUTIONS 30



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The Supervisory Board was extended to support the growth



Quick Facts regarding the quotation

- ▶ Liquidity provider: LCM
- ▶ Listing sponsor: Genesta Finance

Quote 17 May 2016	19,95 EUR	Stock Exchange	Alternext (Paris) : ALS30 Deutsche Börse (Frank): XETRA, EO2
Number of shares (*)	10 193 956	ISIN	FR0012750586
Market Capitalisation	203 M€	Qualified as	PEA and PEA-PME
Freefloat	59%		

* Reminder : stock split 1:2 on 1 June 2015

5-year-chart
(Source: Euronext)



Agenda & Contacts

DATE	EVENT
20 May 2016	Shareholders meeting
26 July 2016	Revenues 1H2016
29 September 2016	Financials 1H2016

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