

SOLUTIONS 30

Company Presentation



Solutions for New Technologies

Table of Contents

1. Short profile of SOLUTIONS 30 SE
2. Markets and Strategy
3. Summary of 1H2015 financials and 2015 revenues
4. Forecast and Equity Story
5. Annex

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

> 1 700

employees, among them
900 full time workers and
800 freelancers

>6 000

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

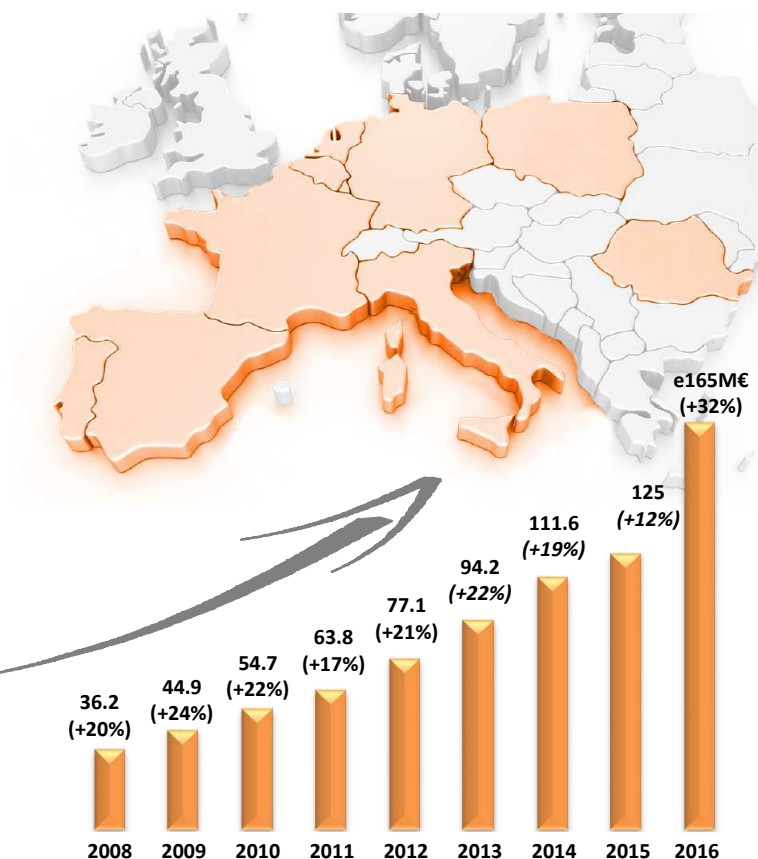
oseo innovation
ENTREPRISE INNOVANTE



Solutions for New Technologies

Company Presentation – A European Market leader within 12 years

	Interventions	Important events
2015	8 Millions	<ul style="list-style-type: none"> ✓ Won historical contract for deployment of smartmeters ✓ Won large contract for fiber deployment ✓ Acquired service division of BT France ✓ Market capitalisation above 200 moi.
2014	7 Millions	<ul style="list-style-type: none"> ✓ More than 100 mio. Euro in revenues ✓ Solutions 30 is present in 6 countries ✓ Market capitalisation above 100 mio. Euro ✓ Duallisting in Frankfurt (Deutsche Börse)
2013	5,5 Millions	<ul style="list-style-type: none"> ✓ Change into an European Corporation (SE) with the change of headquarters to Luxembourg ✓ Stock split ✓ Acquisition of Mixnet (IT) ✓ Acquisition of Connecting Cable and B&F (GER) ✓ Acquisition of CIS Infoservices and Form@Home (FR)
2012	4 Millions	<ul style="list-style-type: none"> ✓ Acquisition of Odyssée, MPS and Begelec (FR)
2011	2,5 Millions	
2010		<ul style="list-style-type: none"> ✓ More than 50 mio. Euro in revenues (22% outside France) ✓ Listing on the Alternext compartment of Euronext Paris
2009	1 Million	<ul style="list-style-type: none"> ✓ Acquisition of ANOVO Onsite and Sogeti Desktop Support (FR)
2003		<ul style="list-style-type: none"> ✓ Establishment of PC 30



Solutions for New Technologies



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

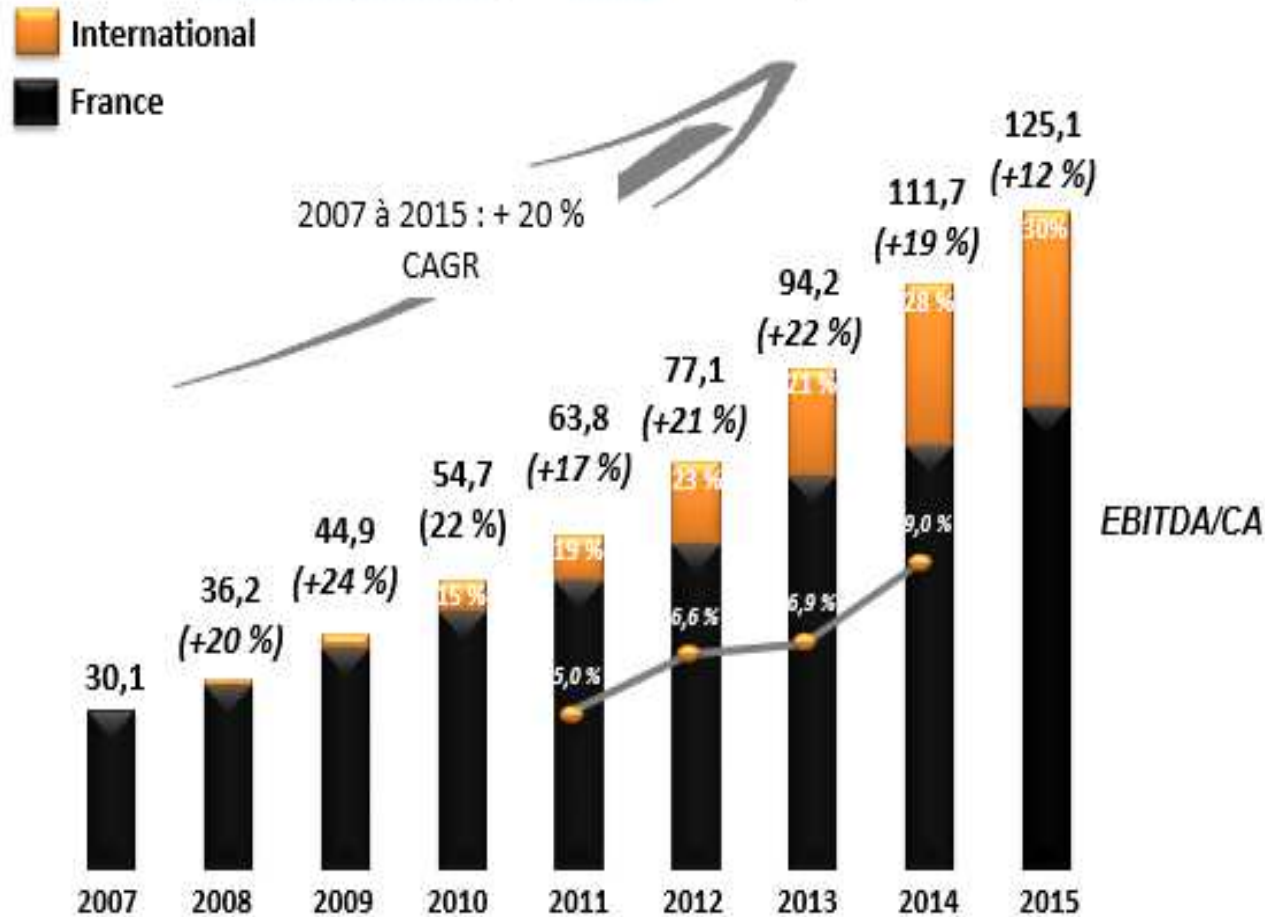
Market

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



A Business with steady growth

Revenue Development (in Mio. Euros)



Revenues 2015 :
125,1 Mio. Euro, + 13% vs 2014

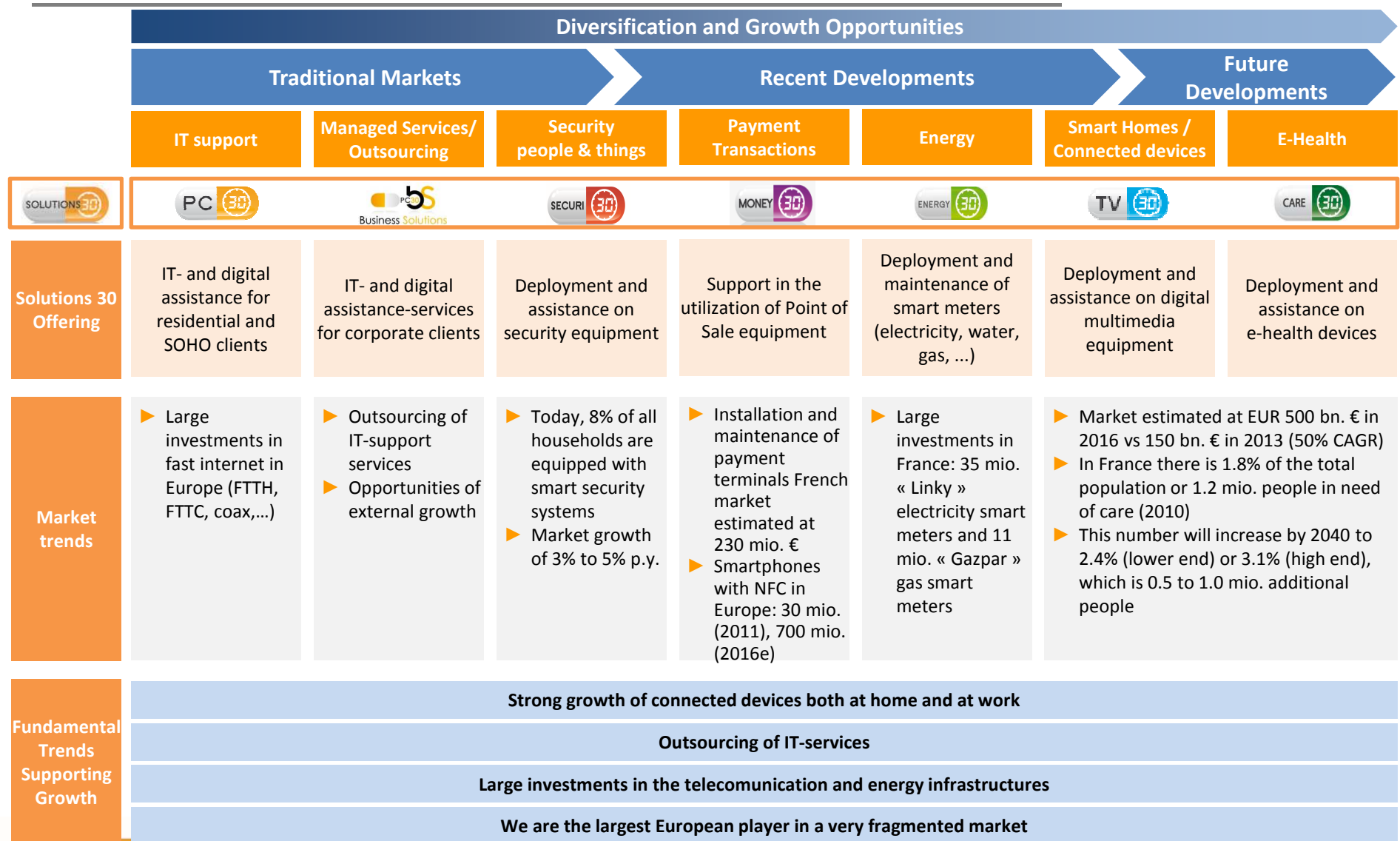
- ✓ 43% of the increase is related to international business, particularly in Germany
- ✓ Acceleration of growth thanks to the roll-out in France of broadband internet infrastructure and electricity smart meters.



Table of Contents

1. Short profile of SOLUTIONS 30 SE
2. Markets and Strategy
3. Summary of 1H2015 financials and 2015 revenues
4. Forecast and Equity Story
5. Annex

We operate in several large and growing markets

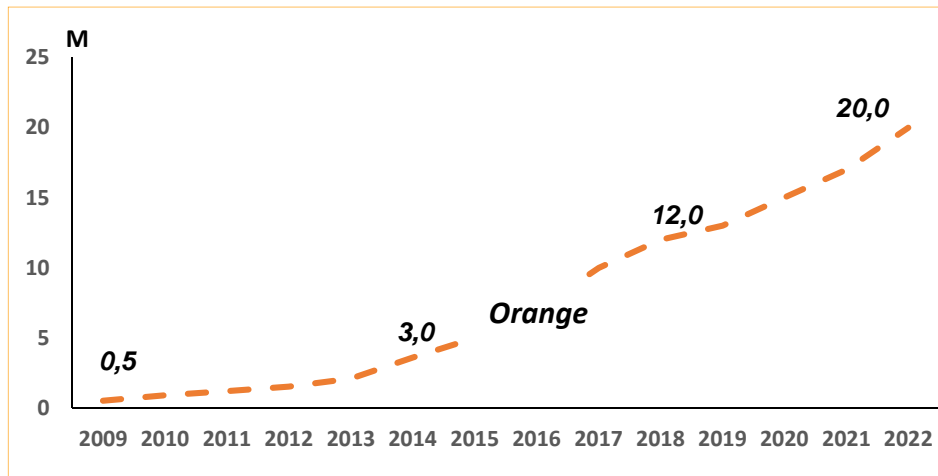


Historical Markets (Telco)

glass fiber: development of High-Speed Broadband Internet (glass fiber, 4G)

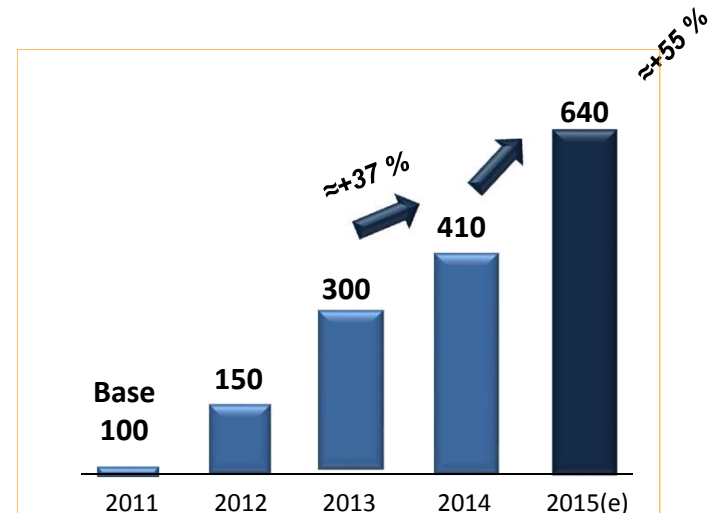
Fast Internet Plan in France (launched on 15.12.2014)

- complete coverage of the country by 2022 (50% by 2017)
- investment of 20 billion Euro in 10 years by municipalities and private operators
- 2022: more than 80 % of the households FTTH eligible



□ Last developments

- 5-year contract of 90 M€ for the deployment of fast internet infrastructure in France



Over x 6 growth of the number of glass fiber client connections in 5 years for Solutions 30



Solutions for New Technologies

France (in mio) households that are eligible to fast internet by the national operator

New Markets and Future Markets

Energy

- ✓ EU: between 2010 and 2020 56 bio. Euro will be invested in Smart Meters (240 mio. Smart Meters)
- ✓ France:
 - 5 bio. for the installation of 35 mio. Smart Meters « Linky » by 2020
 - 1. Step: 10 mio. Smart Meters between 2015 and 2020
 - S30 has been awarded 3 moi. , beginning of deployment 1-12-2015
 - 11 mio. Smart Meters « Gazpar » answer to tender offer 18-9-2015
- ✓ Italy : 18 moi. gas meters must be replaced
- ✓ Tomorrow: management of car charging-stations

Impact of Linky on revenue mix



E-Health

- In France 1,8% of the total population has needed medical assistance in 2010 (1,2 mio. people). By 2040 this number shall increase between 2,4% and 3,1% (additional 0,5 to 1,0 mio. people)
- Internet of things is growing fast – especially in the health-care sector
- New technologies facilitate new IT applications in the healthcare sector as well as in social-medical accomodations
- Several digital health care projects, to reduce the costs of the hospitals

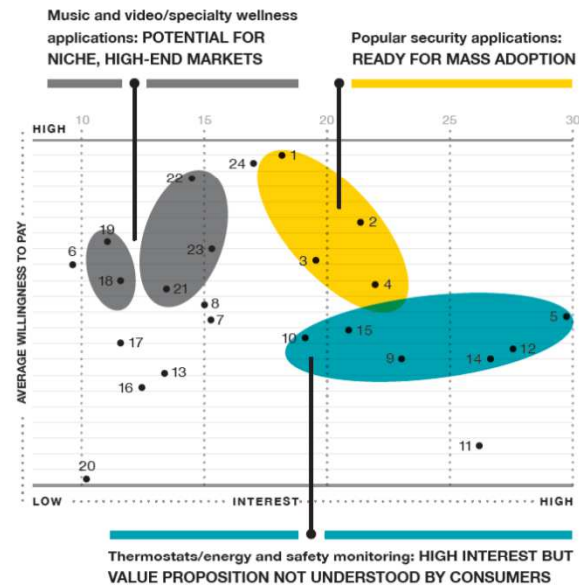
POS equipment

- ✓ Credit card readers: +16% in Western Europe
- ✓ The Market for installation and maintenance of devices estimated at 230 mio. Euro
- ✓ Smartphones with NFC functions in Europe: 30 mio. (2011) vs. 700 mio. (2016e)
- ✓ NFC penetration: 2% (2012) vs 80% (2020 EU forecast)



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

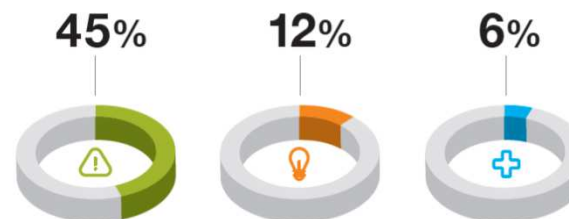
19. Elderly parent/child activity monitor
20. Connected heart rate tracker
21. "Seamless" audio/video
22. Multi-room music
23. Smart music
24. Connected hub

Services vs. Devices

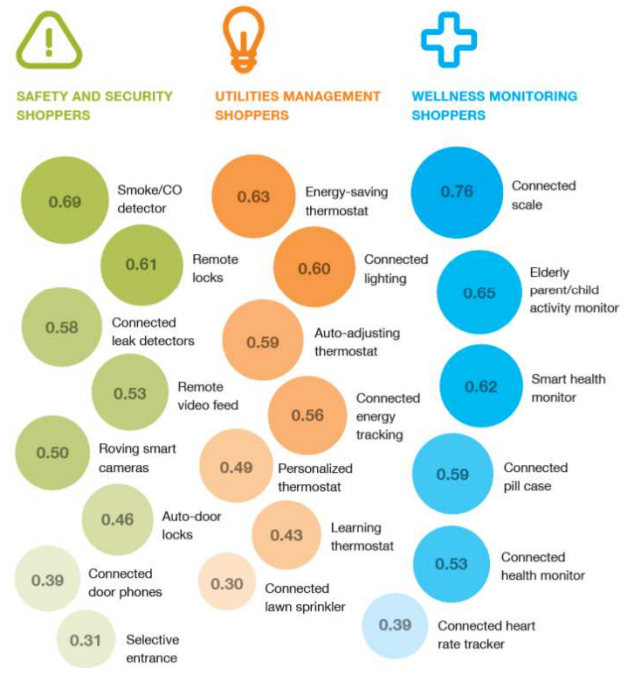
■ PER YEAR FOR SERVICE ■ ONE-TIME FEE FOR DEVICE



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%

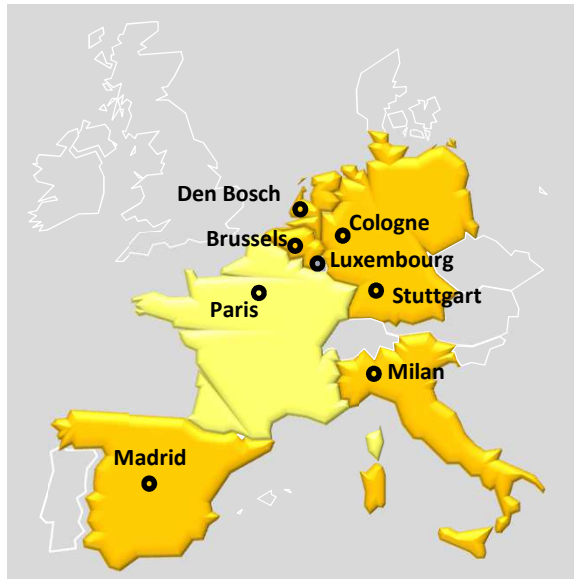
of customers would prefer to pay a one-time price for their devices.

McKinsey&Company

SOLUTIONS 30

Solutions for New Technologies

Our strategy of international expansion



The 4 pillars of growth

- 1. cross-border contracts**
 - Securitas (France / Benelux)
 - HP (France / Italy / Benelux)
 - ...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

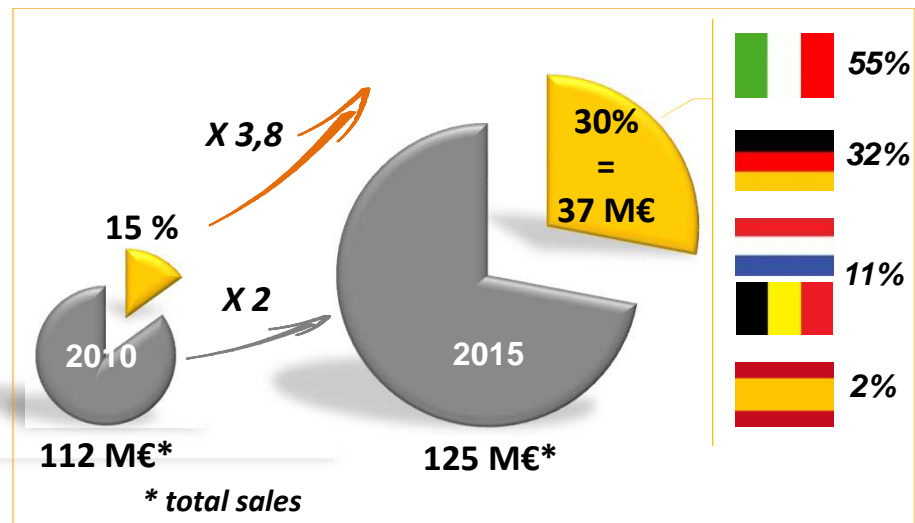
- Benelux : Worldline, Belgacom
- Italy : Vodafone, Tiscali, Urmet

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)



Solutions for New Technologies

Our target is Europe

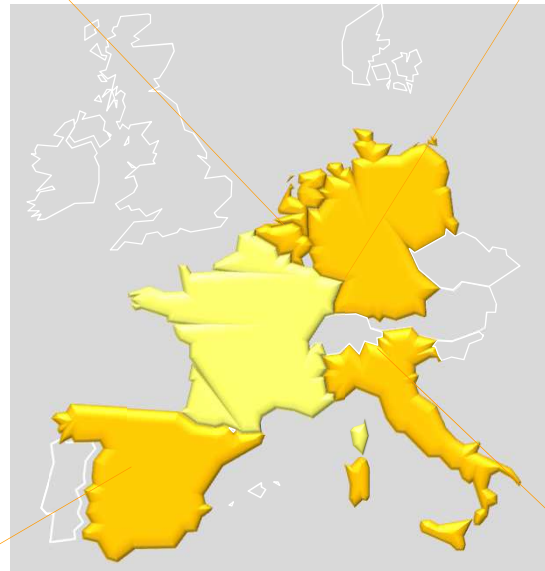


Benelux :

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



- development through 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



Solutions for New Technologies

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 1.700 technicians
- ✓ **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



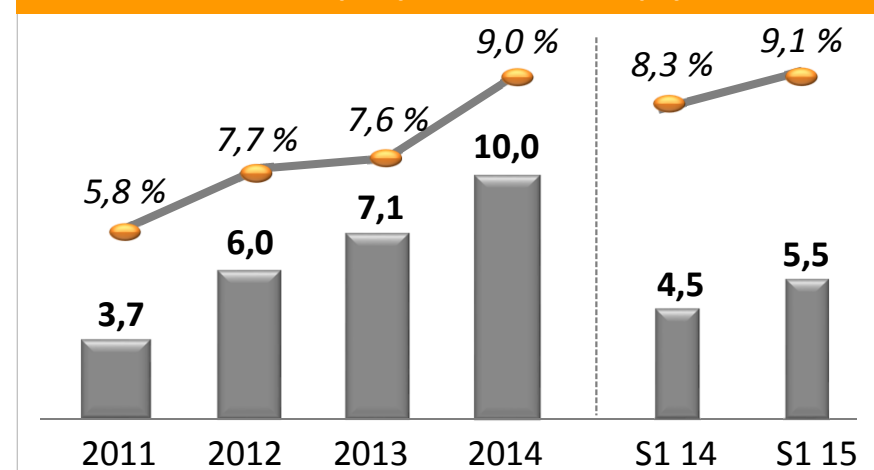
A business model generating margins

The 4 pillars of profitability

- ✓ « **industrial** » processes to offer a standardised service
- ✓ **Volumes growth increases the margin per intervention**
 - faster learning curve
 - economies of scale
- ✓ **Easily scalable model** from one market and from one country to another
- ✓ **External growth** through acquisitions that generate a quick return on investment

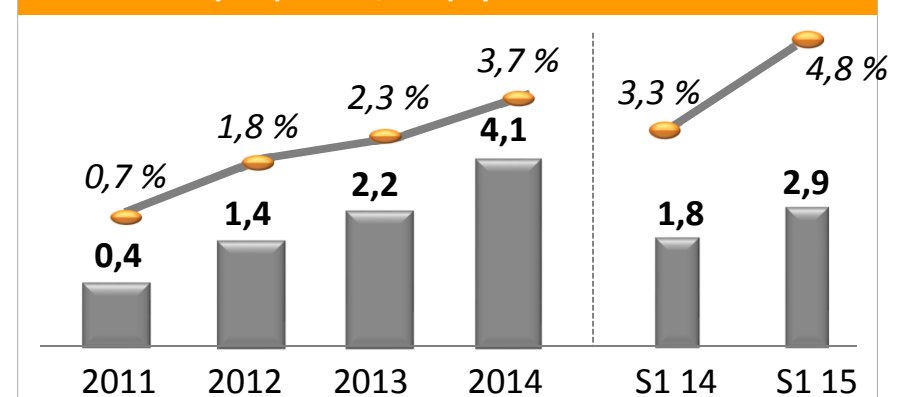
Development of our operative margin 2011/S1 2015

EBITDA (M€) et EBITDA/CA (%)



RN*(M€) et RN/CA (%)

* Résultat net consolidé



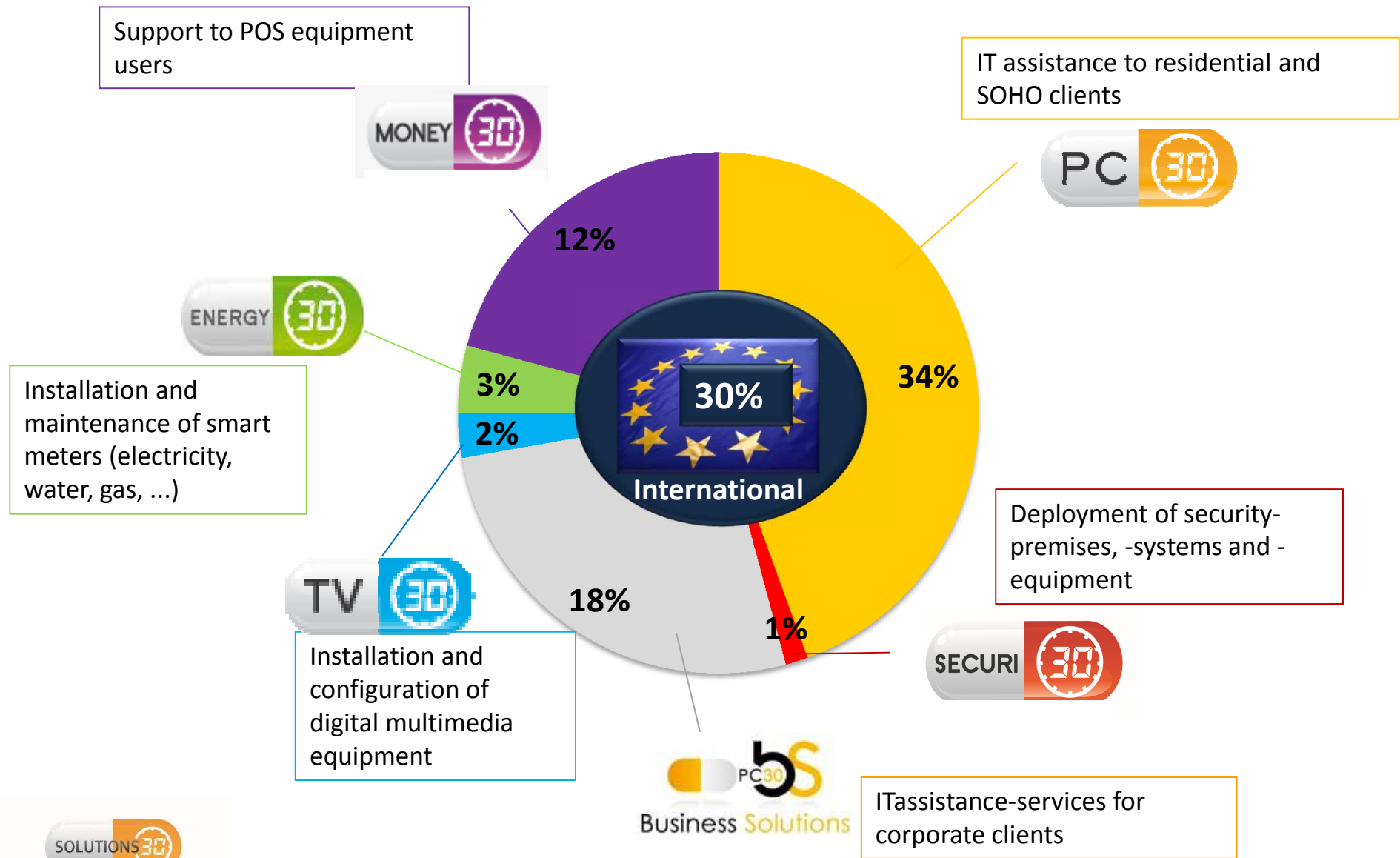
At the crossroads between growing markets and countries, we strengthen steadily the relationships with our key accounts



Table of Contents

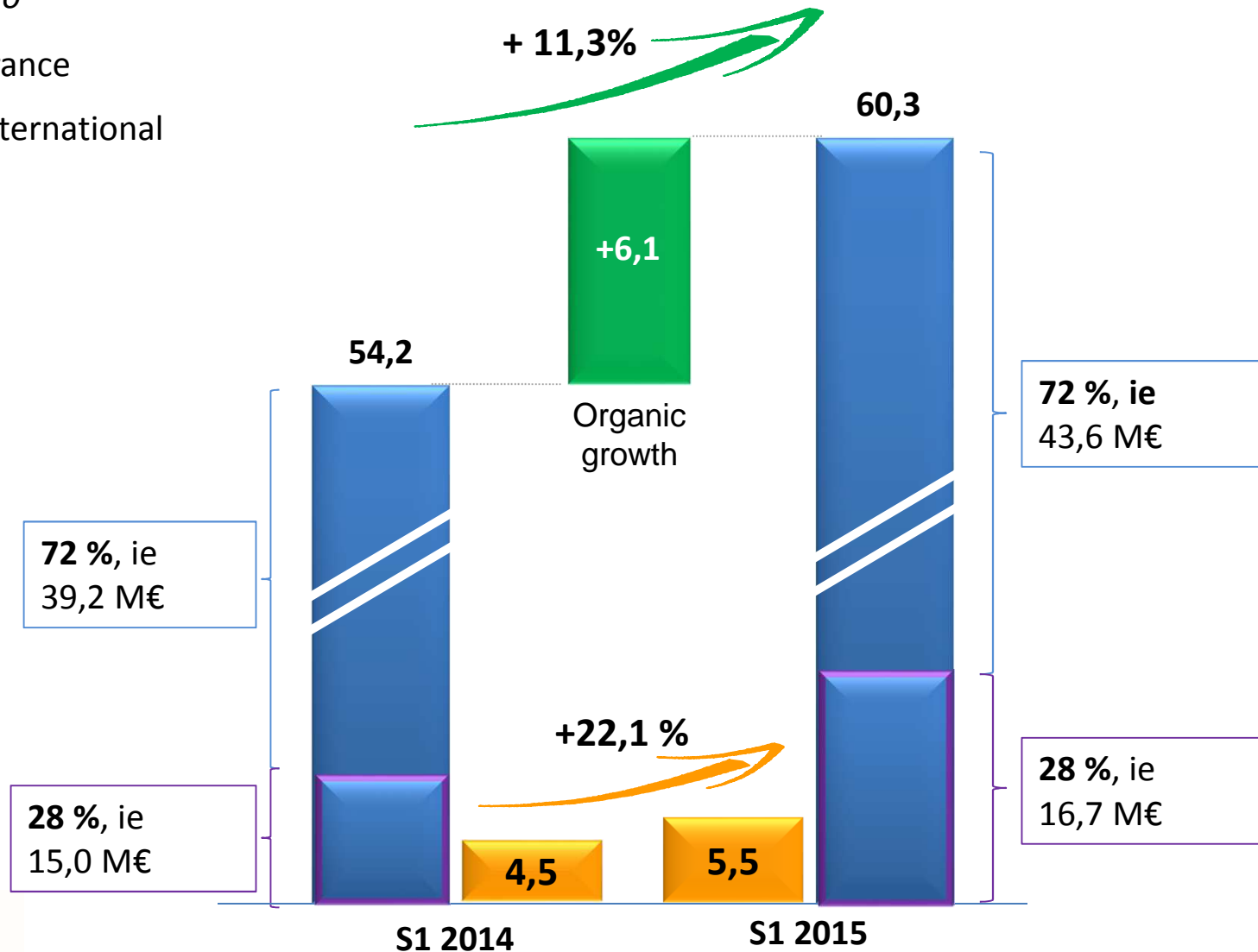
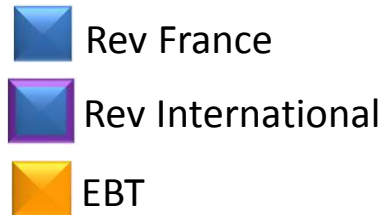
1. Short profile of SOLUTIONS 30 SE
2. Markets and Strategy
3. Summary of 1H2015 financials and 2015 revenues
4. Forecast and Equity Story
5. Annex

Revenue share in 2015 by business unit



Growth of both revenues and profits

Million Euro



Solutions for New Technologies

EBITDA growth 22%

M€	S1 2015	S1 2014	Var %
Revenues	60,3	54,2	+11,3 %
COGS & external costs	(36,1)	(30,9)	+16,8 %
Personnel	(19,8)	(19,4)	+2,1 %
<i>As % of revenues</i>	32,8 %	35,8 %	-3 pts
EBITDA	5,5	4,5	+22,1 %
<i>As % of revenues</i>	9,1 %	8,3 %	+ 0,8pt
EBT ¹	4,3	3,8	+13,2 %
<i>As % of revenues</i>	7,1 %	7,0 %	+ 0,1 pt

¹ Before depreciation of goodwill



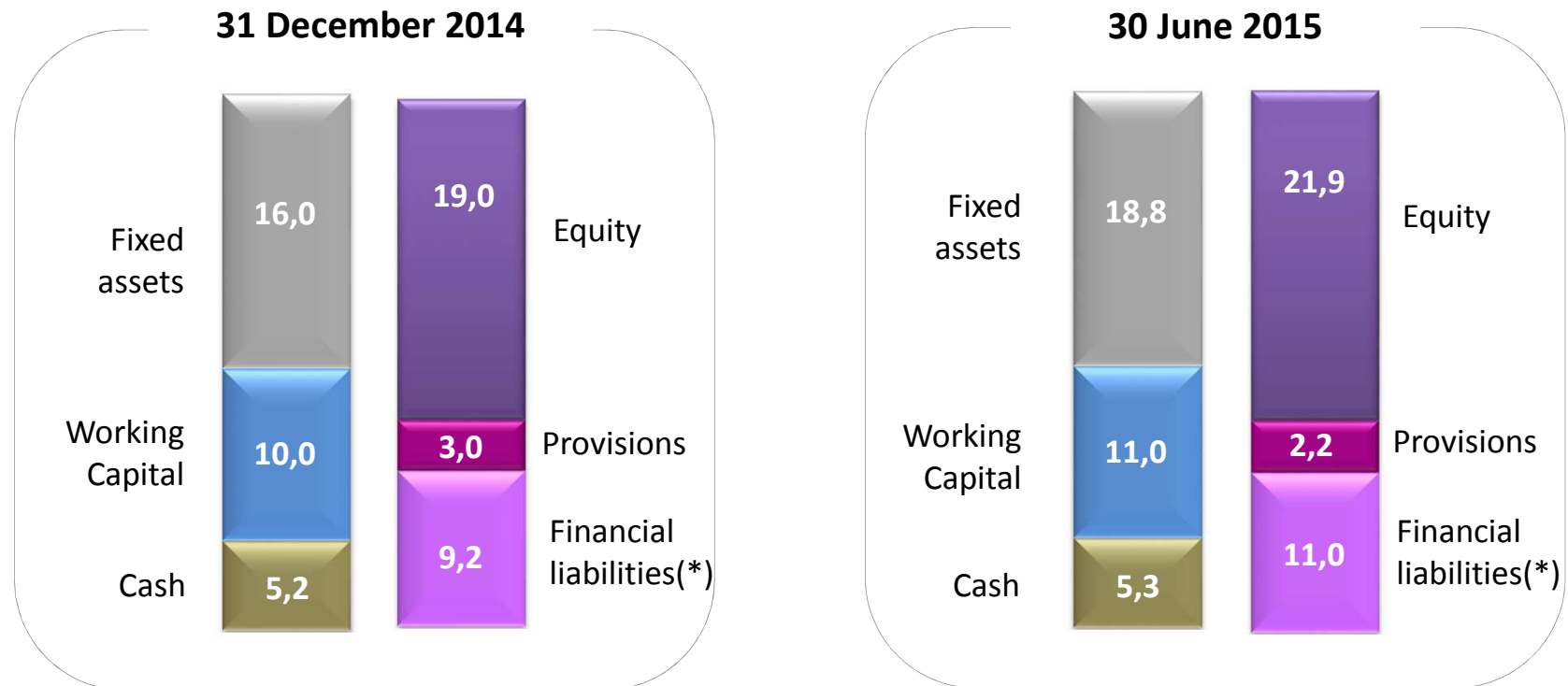
Forte progression du RNPG

M€	S1 2015	S1 2014	Var % / x
EBT ¹	4,3	3,8	+13,2 %
Exceptional items	(0,7)	(1,0)	<i>ns</i>
Taxes on profits	(0,4)	(0,3)	+33,3 %
Losses carryforward	0,4	-	<i>ns</i>
Net profits of consolidated companies	3,6	2,5	+44,0 %
Depreciation of goodwill	(0,7)	(0,7)	-
Consolidated net income	2,9	1,8	+61,1 %
Net income (group share)	2,8	1,8	+55,6 %

¹ Before depreciation of goodwill



A strong balance sheet – summary of main elements



** M< debt plus short term facilities*

- Equity covers fixed assets
- Net Debt = 26% of Equity as of 30 June
- WC under control in a situation of fast growth

Cash flow 1H2015

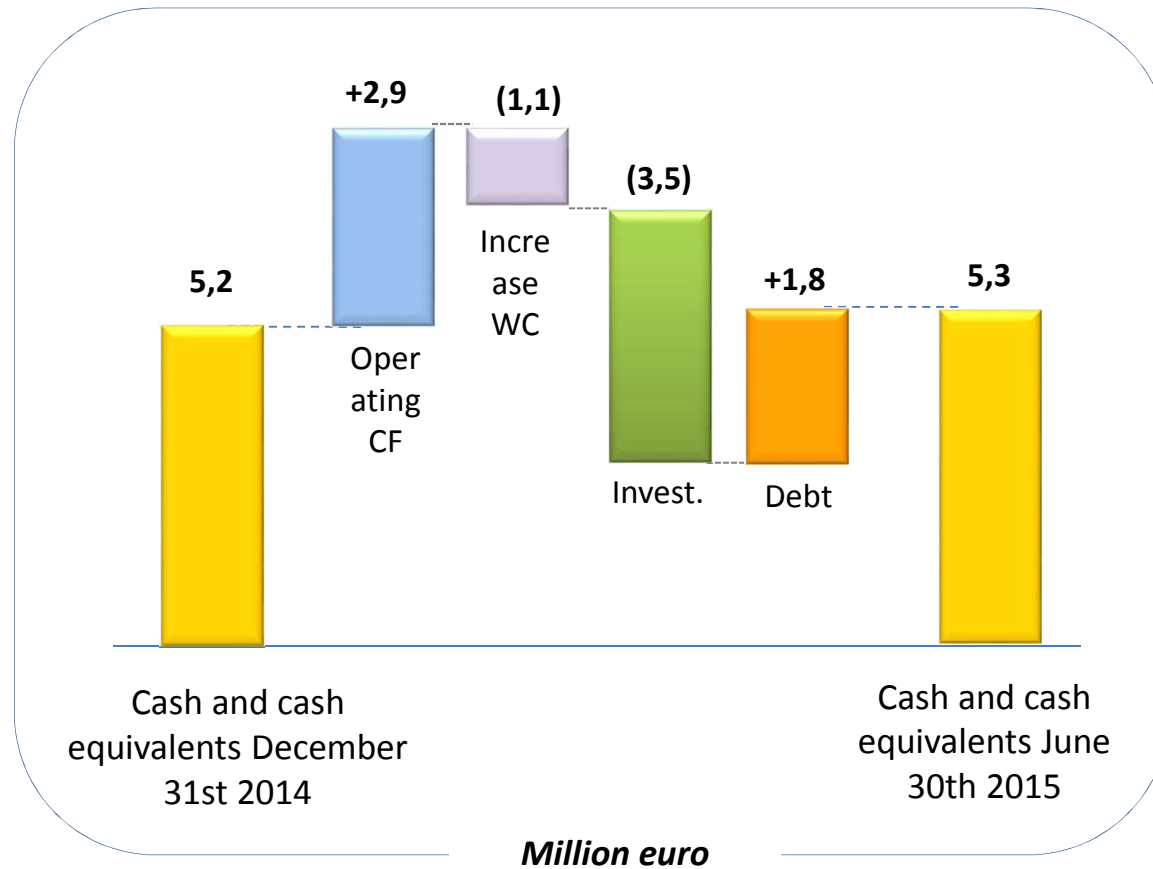


Table of Contents

1. Short profile of SOLUTIONS 30 SE
2. Markets and Strategies
3. Summary of 1H2015 financials and 2015 revenues
4. Forecast and Equity Story
5. Annex

Short- and medium-term outlook

❑ Forecast 2016

- ✓ Double-digit sales growth while maintaining/ increasing profitability
- ✓ 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 40-100 million Euro sales per country.

Our Equity Story

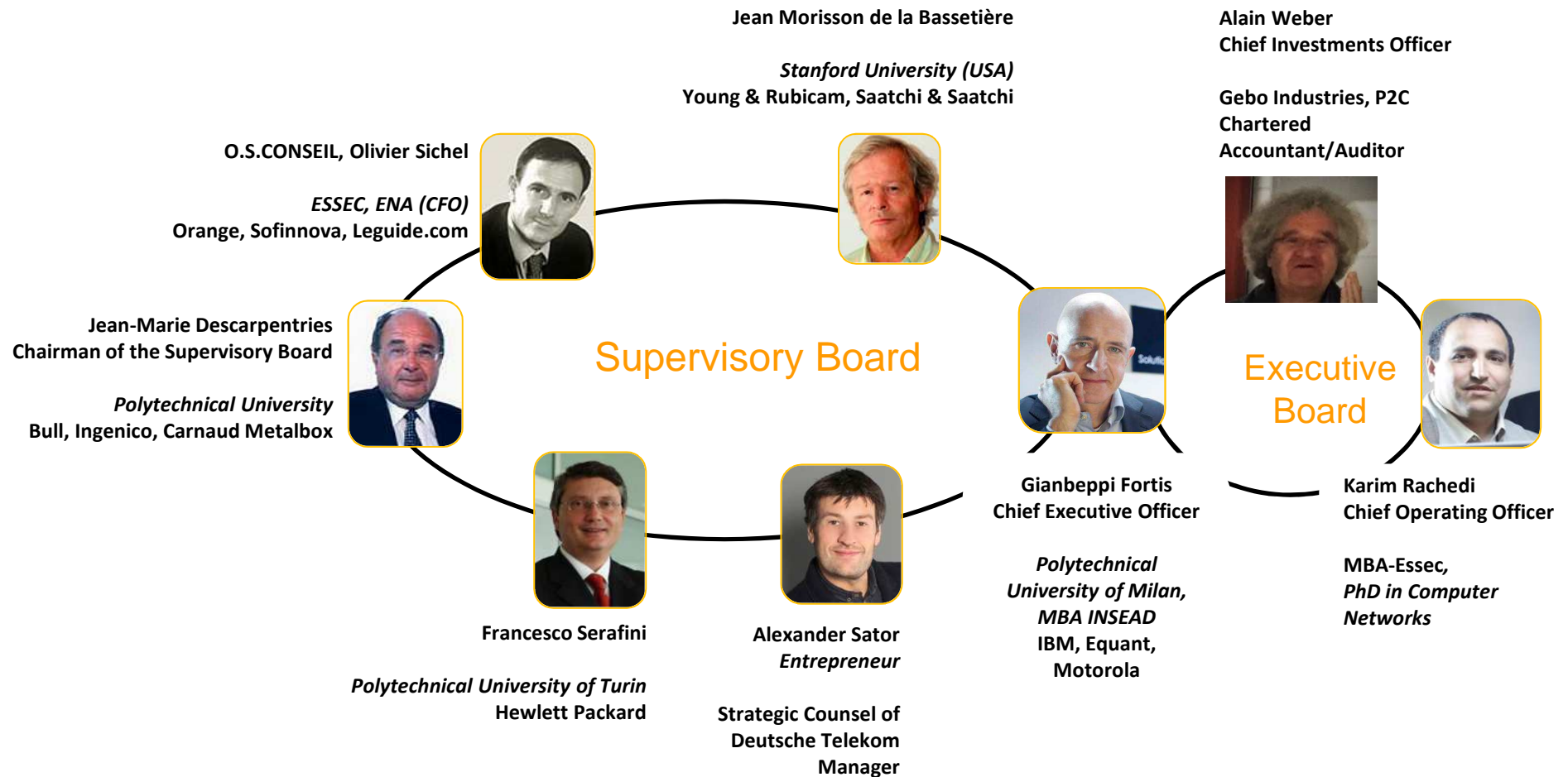
- 
- 1 • European market leader with a strong base in France and pan-European presence.
 - 2 • Strong growth of the Internet of Things (energy, home automation, security, health care) as well as strong demand from the traditional IT- and Telco-markets.
 - 3 • Unique business model of standardized processes 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 (especially in Germany)
 - Consolidation of the market through acquisitions
 - 5 • Increasing number of transactions of shares SOLUTIONS 30



Table of Contents

1. Short profile of SOLUTIONS 30 SE
2. Markets and Strategies
3. Summary of 1H2015 financials and S1 2015 revenues
4. Forecast and Equity Story
5. Annex

The Supervisory Board was extended to support the growth



Quick Facts regarding the quotation

► Bryan, Garnier et Co. has been mandated as market maker.

Quote Dec 31, 2015	20 EUR	Stock Exchange	Alternext (Paris) : ALS30 Deutsche Börse(Frankfurt) : EO2
Number of shares (*)	10 053 956	ISIN	FR0012750586
Market Capitalisation	201 M€	Qualified as	PEA and PEA-PME
Freefloat	59%		

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

5-year-chart
(Source: Euronext)



Solutions for New Technologies

Calendar & Contacts

DATE	EVENT
26 April 2016	Announcement of Q1 2016 revenues and 2015 financials
26 July 2016	Announcement of Q2 2016 revenues
29 September 2016	Announcement of H1 2016 financials
3 November 2016	Announcement of Q3 2016 revenues

Contacts for the financial markets :

Nezha.calligaro@solutions30.com / Tel.: 00 352 26 48 19 17 - 33 (0) 6 88 39 90 95
jfcarminati@comalto.com / Tel.: 33(0)6 63 87 57 60

Contacts for the financial press :

samuelbeaupain@reseau-edifice.com / Tel.: 33 (0)6 88 48 48 02

www.solutions30.com

This document contains estimates and forward-looking information. Those depend on known and unknown circumstances that are hardly predictable and that cannot be influenced by Solutions 30. Hence, the actual results and events might differ significantly from the ones disclosed in this document.

