

SOLUTIONS 30

H1 2016 results and outlook

Gianbeppi Fortis, Chief Executive Officer

29 September 2016



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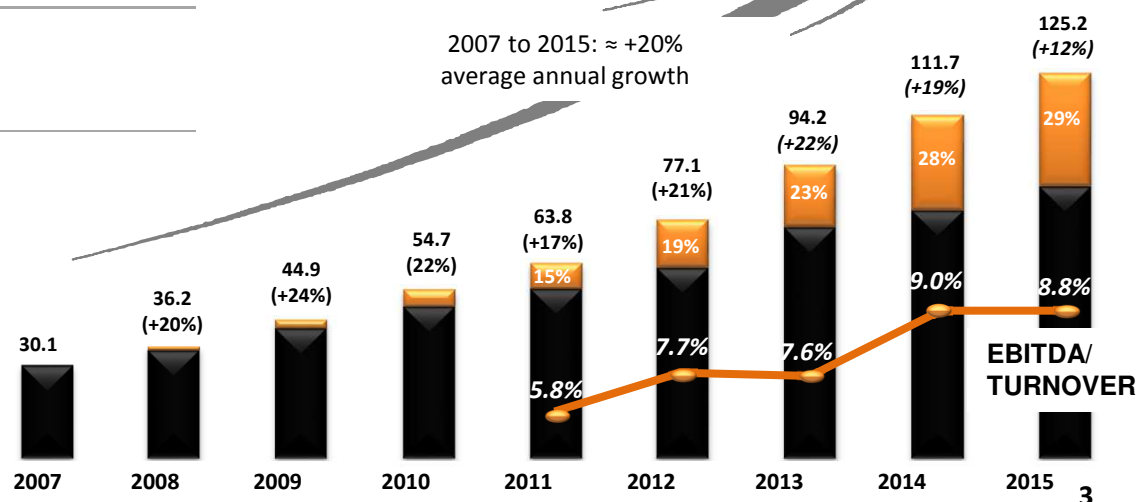
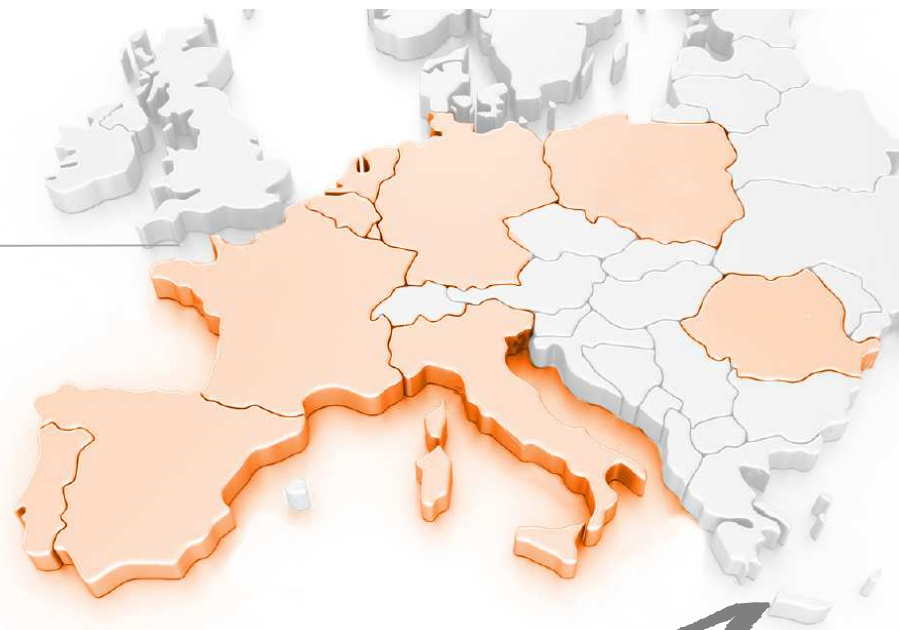
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In 12 years, SOLUTIONS 30 has positioned itself as European leader

Milestones

- H1** ✓ Market capitalisation: €240 million
- 2016** ✓ Ramp up of fibre optic and Linky
✓ Strengthened presence in Benelux and Spain
- 2015** ✓ Market capitalisation: €200 million
✓ Awarded record Linky contract
✓ Awarded record fibre optic contract
- 2014** ✓ Turnover tops €100 million
✓ Market capitalisation: €100 million
✓ Listing on both Paris and Frankfurt exchanges
- 2013** ✓ Changed to a European company, headquarters in Luxembourg
- 2010** ✓ Turnover tops €50 million
✓ Listing on Alternext
- 2009** ✓ First acquisition
- 2008** ✓ First foray into the international market
- 2005** ✓ Listing on the Paris Marché Libre
- 2003** ✓ Creation of PC 30

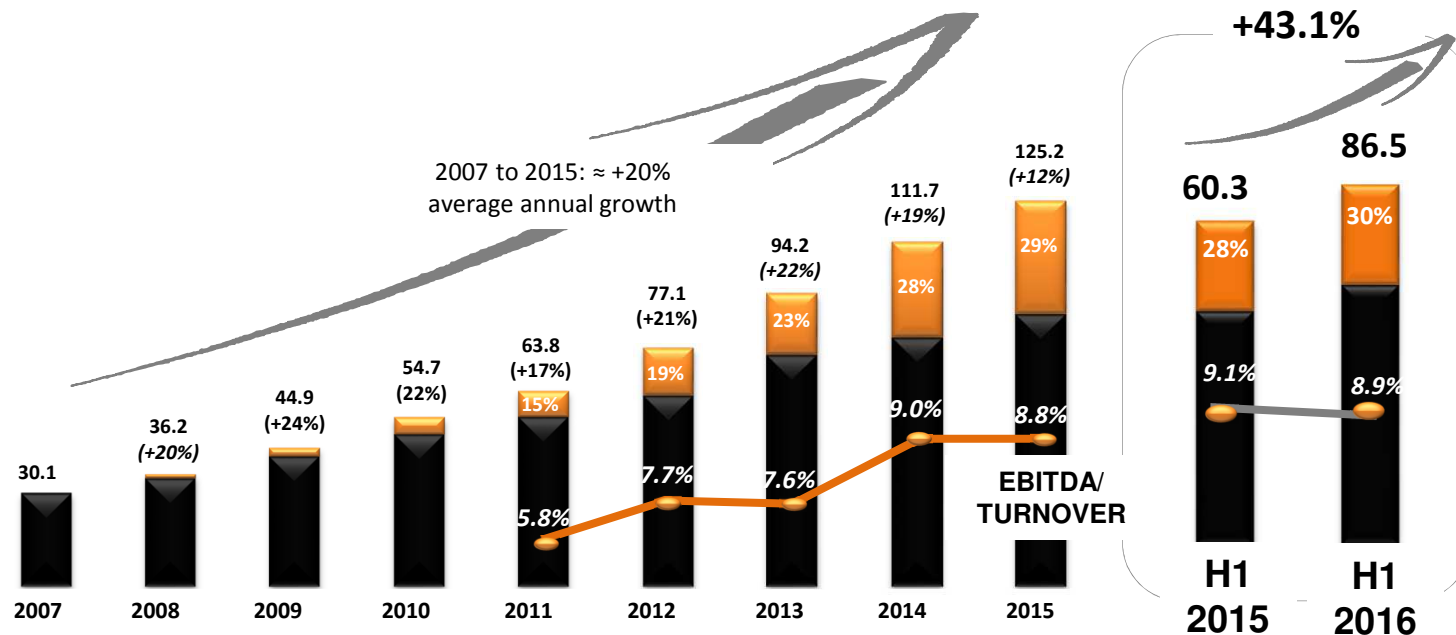


Sustained profitable growth

Turnover growth (millions of €)

International
France

2016e outlook: continued double-digit profitable growth for full-year 2016



H1 2016 turnover: €86.5 million, up 43.4%

EBITDA: €7.7 million, up +41%

- ✓ Strong organic growth in France, fuelled by Fibre and Linky; margins improved steadily over the first half
- ✓ Integration of two international acquisitions (March and May 2016)



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SOLUTIONS 30 today

20%

average annual
growth rate in
turnover since 2007

30%

of our business is outside France
in four regional markets: Italy,
Germany, Benelux and Spain

5

business segments in rapidly
expanding markets:

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

90%

of turnover via our
partners, in the BtoBtoB or
BtoBtoC markets

- Telecom operators
- Integrators
- Utilities
- Manufacturers
- Distributors

> 3,000

our workforce,
including 2,075
employees and 1,000
freelance

> 10,000

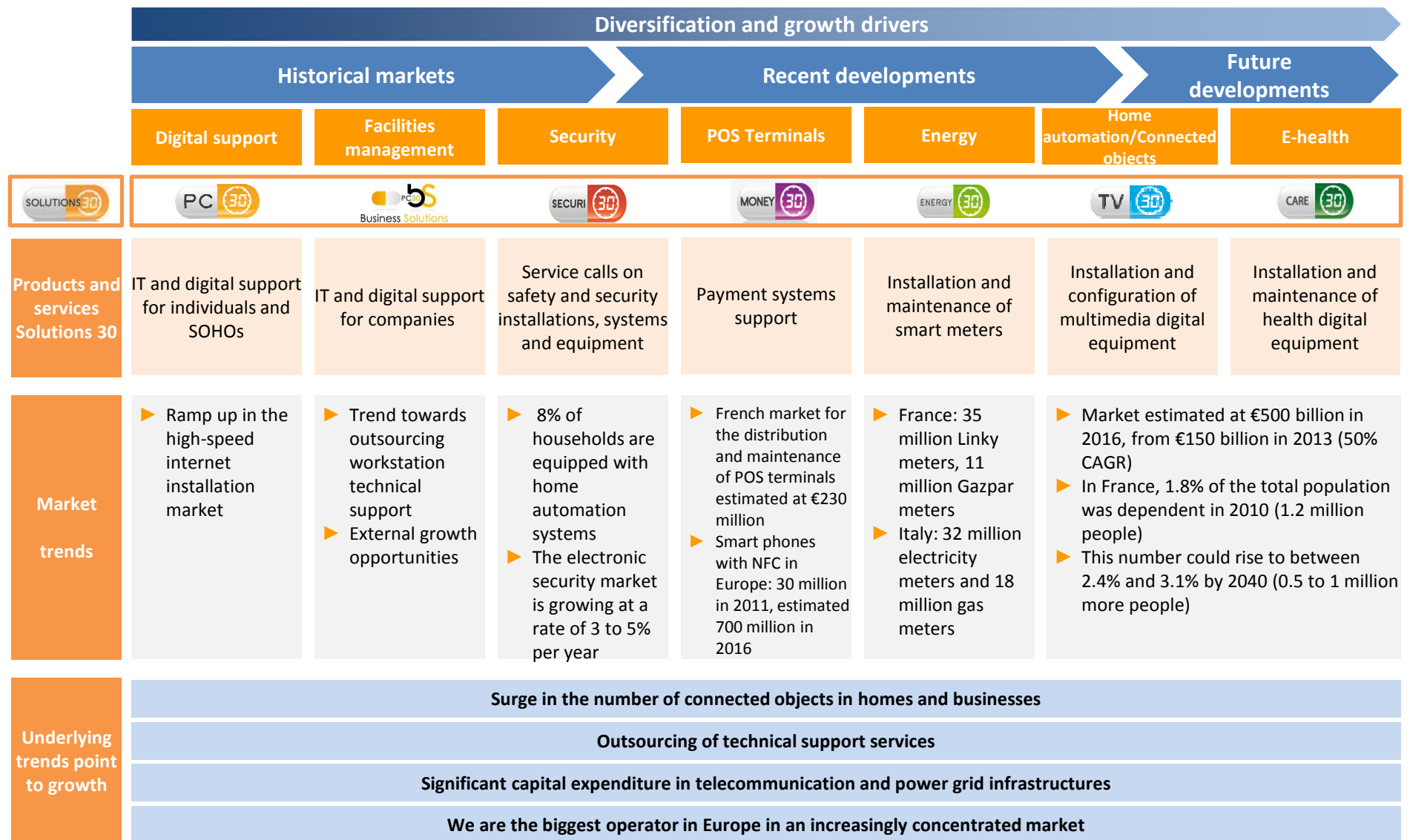
service calls per day, 9
million since the founding
of the company



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Our many markets are flourishing



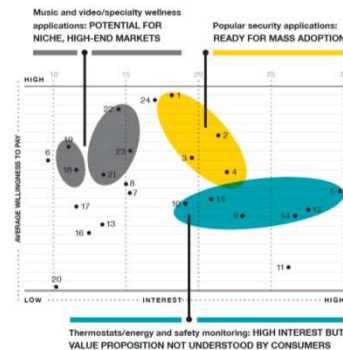
Sources: Xerfi, Bryan Garnier



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Our business meets a clear and growing need

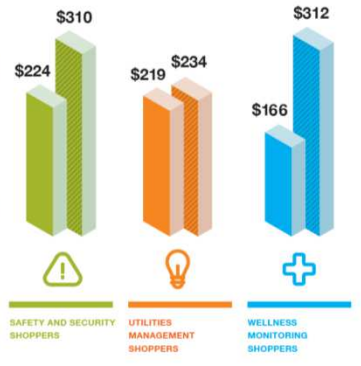
WILLINGNESS TO PAY



- | | | |
|---|--|---|
| Safety and Security 1. Moving camera 2. Remote video feed 3. Auto-door locks 4. Remote door locks 5. Smoke/CO detector 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 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. "Seemless" audio/video 22. Multi-room music 23. Smart music 24. Connected hub |
|---|--|---|

Services vs. Devices

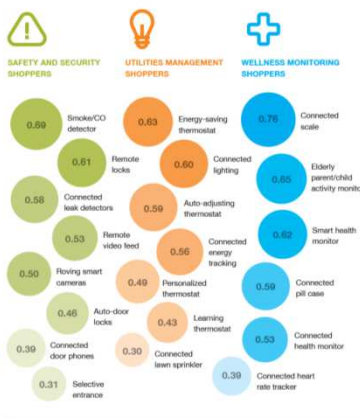
PER YEAR FOR SERVICE ONE-TIME FEE FOR DEVICE



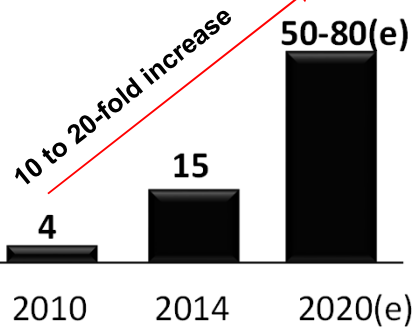
Customers Willing to Pay More Than \$20/Month



What the Average Shopper Will Buy



McKinsey&Company



Number of connected objects in the world (in billions)

Source: Gartner, Idate



Suzuki rachète la participation de Volkswagen pour 3,8 milliards d'euros

AUTOMOBILE - Suzuki Motor a annoncé qu'il avait racheté une participation de 10,9 % dans son capital d'investissement par Volkswagen pour la somme de 405,2 milliards de dollars (3,8 milliards d'euros). L'opération fait suite à un accord international qui avait mis fin, en août, au conflit entre les deux constructeurs. Le quatrième constructeur japonais a indiqué que cette opération ne nécessitait pas de réviser sa prévision de bénéfice annuel.

Le bûcheron A reste interdit dans les conditions alimentaires

BOIS - Le Conseil constitutionnel a confirmé jeudi le droit de permis d'exporter et de commercialiser en France tout conditionnement alimentaire contenant du bûcheron A. La loi de 2005 sur la protection de la forêt a été interprétée. L'association Plantes Europe avait saisi le Conseil d'Etat, qui avait lui-même saisi le Conseil constitutionnel.

L'élevage bio progresse en France

AGRICULTURE - Le nombre de fermes d'élevage de bœufs bio a augmenté de 8,4 % en 2014 par rapport à 2013. Le chiffre d'affaires a augmenté de 3,3 % par rapport à 2013. Dans le secteur porcin, le chiffre d'affaires a augmenté de 1,1 % par rapport à 2013. Le nombre de fermes d'élevage de porcs bio a augmenté de 0,8 % par rapport à 2013. Le chiffre d'affaires a augmenté de 0,8 % par rapport à 2013.

Chanel voit ses bénéfices s'envoler

LUXE - Chanel a vu son chiffre d'affaires progresser de 8,4 % en 2014 à 7,5 milliards de dollars (6,7 milliards d'euros), selon des données recueillies par Bloomberg. Les ventes ont augmenté dans tous les secteurs, mais les ventes de produits de beauté ont augmenté le plus. Le chiffre d'affaires de la beauté a augmenté de 10,4 % par rapport à 2013. Le chiffre d'affaires de la mode a augmenté de 6,4 % par rapport à 2013.

LE JOURNAL DES PLACEMENTS : TRANSMETTRE SON PATRIMOINE

Investir - Le journal des placements propose des conseils pour transmettre son patrimoine. Le journal propose des conseils pour transmettre son patrimoine à ses enfants ou à ses proches. Le journal propose des conseils pour transmettre son patrimoine à ses enfants ou à ses proches.

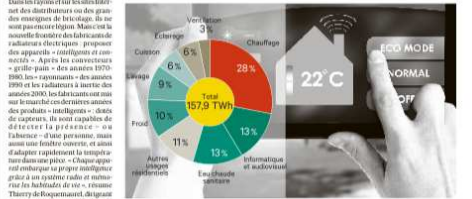
Vendredi 18, samedi 19 septembre 2015 Les Echos

Objets intelligents

Les radiateurs connectés arrivent sur le marché

Après les convecteurs « grille-pain » et les rayonnants, les industriels du chauffage électrique investissent dans le pilotage à distance des appareils.

Véronique Le Billon (vlebillon@lefigaro.fr)



Le marché des objets intelligents

Le marché des objets intelligents est en pleine croissance. Les industriels du chauffage électrique investissent dans le pilotage à distance des appareils. Les objets intelligents sont de plus en plus populaires.

L'électroménager cherche à devenir « intelligent »

Les industriels du gros électroménager multiplient les présentations de produits connectés. Ils cherchent à devenir « intelligents ».

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What makes us unique?

We benefit from two forces:

**the renewal of legacy
markets and the growth
of new markets**

Our business model

**works equally well in
the domestic and
European market to
deliver profitable
growth and generate
cash flow**

We aim to be

**the backbone for a
potential market of 500
million people from our
large domestic base in
France**

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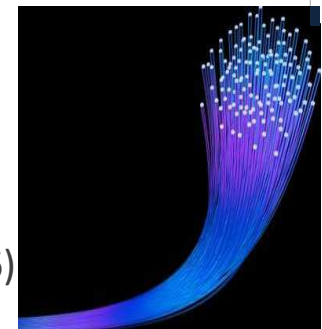
France Telecom business: ramp up of broadband

Note:

- 2 connected objects per person on average in 2013, 7 in 2015, and 80-100 in 2020 (GFK)
- Ultra-high speed broadband plan for France:
 - Nationwide coverage by 2022 (with half covered by 2017)
 - €20 billion investment in 10 years

SOLUTIONS 30:

- Early-April 2015: SOLUTIONS 30 awarded a five-year €90-million contract to roll out high-speed internet infrastructure in France
- Production started in June 2015, with personnel specially trained in our SOL30SCHOOL
- + 70% from June 2015 to June 2016: growth sustained in H2 2016 (6.5 million FTTH lines installed out of a total of 30 million lines at 30 June 2016)



Linky smart meters: ramp up continues



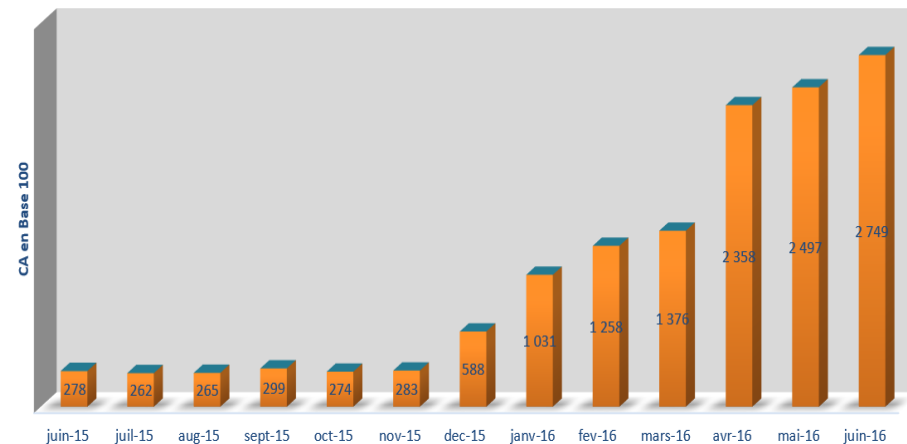
ERDF Linky meters:

- €1.2 billion for the roll-out of 35 million Linky meters
- Phase 1: 10 million Linky meters, start-up on 1 December 2015
- The contracts for 20 million Linky meters already awarded (20% = S30's share)

SOLUTIONS 30:

- SOLUTIONS 30: x6 from June 2015 to June 2016
- Tender for the new 7 million tranche currently in progress
- Results in H2 2016, start-up in 2017

EVOLUTION DU CHIFFRE D'AFFAIRES DE L'ENERGY ENTRE JUIN 15 - JUIN 16



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Gazpar meters: tender award announcement imminent



GRDF Gazpar meters:

- €300 million for the roll-out of 11 million Gazpar meters

Outlook:

- Tender for 5.5 million Gazpar meters is currently in progress
- Result in Q4 2016
- Start-up in mid-2017

Electricity and gas meters in Italy: tender award announcement imminent



- **Electricity meters**

- 32 million electricity meters need to be replaced, including 13 million with fibre optic connection
- 10% deployed by ENEL, remainder to be awarded
- ENEL certification obtained

- **Gas meters**

- 18 million gas meters in total, 2 million already replaced by Italgas
- Italgas (ex-ENI) and F2I (ex-ENEL) have 54% of the distribution market
- Other distributors have <5%
- Italgas certification obtained, bids for the initial tenders to be submitted in Q4 2016, F2I certification in process



Approaching critical mass in the international market...

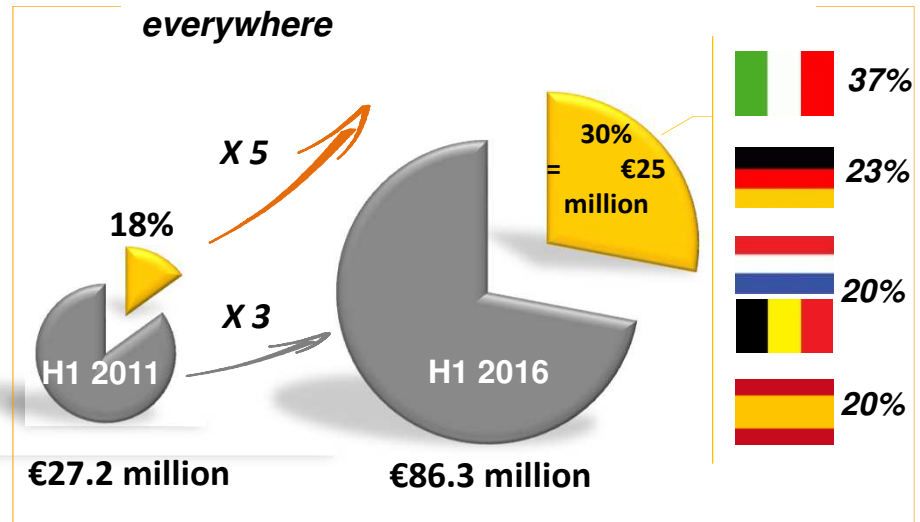


Four growth drivers

- Cross-border contract**
 - HP (France/Italy/Benelux/Spain)
 - ...then expand around the country and develop other businesses
 - Location and development of business in a region...
 - Identification of target, acquisition
 - Market analysis
 - Cross-border contract

- Acquisition of a local business**
 - Germany: B&F, Connecting Cable
 - Italy: Mixnet
 - Holland: Smartfix
 - Spain: Rexion, Autronic
- Contract with a local customer**
 - Benelux: Worldline, Belgacom
 - Italy: Vodafone, Tiscali, Urmet
- Spin-off of key account**
 - ANOVO Onsite, Cap Gemini (Desktop Support), Fnac (Form@home)

Critical mass reached almost everywhere



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Stronger managerial team...



Amaury Boilot
*Head of
POS Terminals
and Banking BU*



Olivier Raguin
*Executive VP and
Board Member*



Mehdi Abdelmouttalib
Innovation Manager



Jerome Boillot
Group CFO



Ferruccio Borsani
*Executive Chairman
of S30 Italy*



Koen Verbergt
CEO Benelux



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... and careful attention to stock liquidity

- **June 2016:**

- Fourth stock split in six years
- 20.4 million shares

- **April 2016:**

- Liquidity contract agreed with LCM

- **December 2015:**

- About 10% of shareholders are non-residents

- **September 2015:**

- 59% free float, or €115 million (vs. €14 million in September 2012)

- **July 2015:**

**BÖRSE
FRANKFURT**

- SOLUTIONS 30 shares admitted to the XETRA electronic trading system on the Frankfurt exchange
- August 2015: 10% of trades transacted on the German exchange

- **May 2015:**

- Third stock split in five years
- 10.1 million shares

**2016 AVERAGE DAILY
TRADING VOLUME:
€194 K**

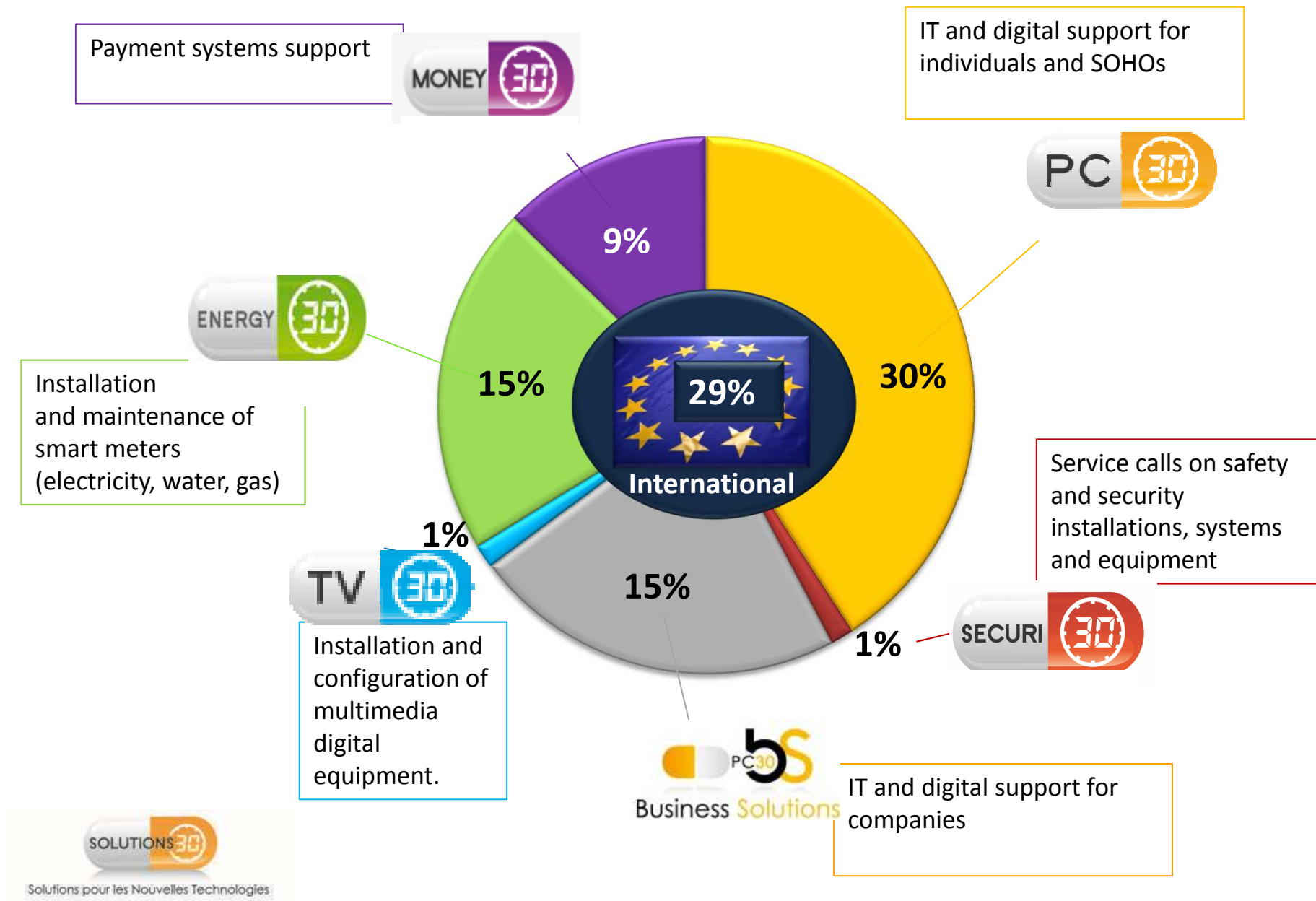


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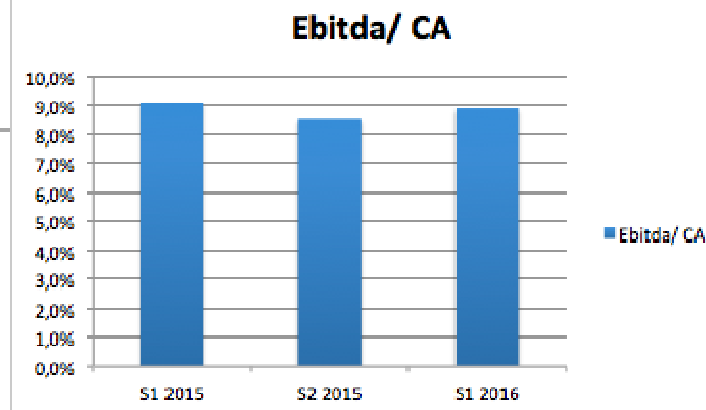
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Breakdown of first-half 2016 turnover by business



Sustained robust profitability in our operations



| En M€ | 1S 2015 | 1S 2016 | Var % |
|----------------------------|---------|---------|-------|
| Revenues | 60,3 | 86,5 | 43% |
| Production costs | 47,7 | 70,2 | 47% |
| % of revenues | 79,1% | 81,2% | |
| SG&A | 7,1 | 8,6 | 21% |
| % of revenues | 11,8% | 9,9% | |
| EBITDA | 5,5 | 7,7 | 40% |
| % of revenues | 9,1% | 8,9% | |
| Amortisation (operational) | 0,4 | 0,9 | |
| EBIT¹ | 5,1 | 6,8 | 34% |

¹ Before amortisation of intangible assets



Marked increase in net income Group share

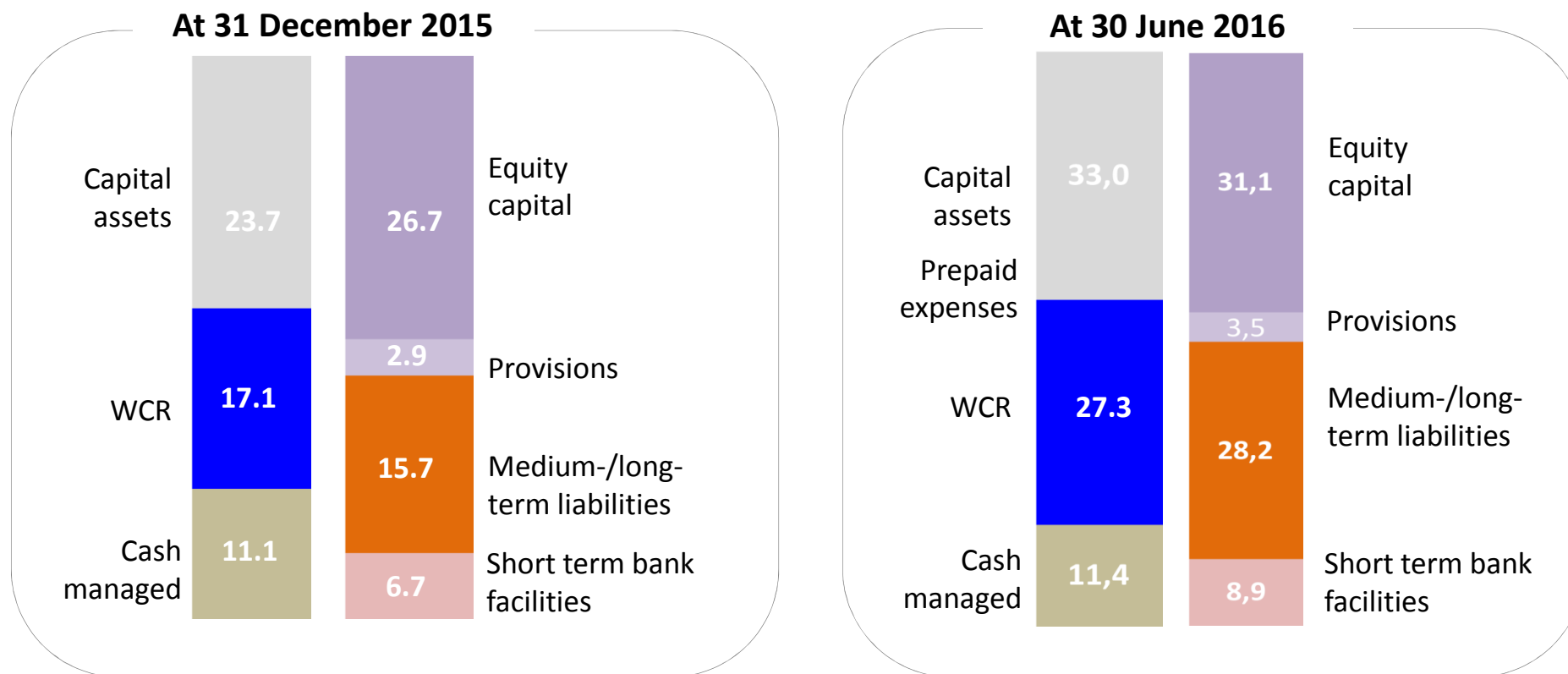
| En M€ | 1S 2015 | 1S 2016 | Var % |
|--|------------|------------|------------|
| EBIT¹ | 5,1 | 6,8 | 34% |
| Amortisation intangible assets | (0,3) | (0,6) | |
| Financial income | (0,1) | (0,4) | |
| Non recurring items | (1,1) | (1,1) | |
| Taxes on profits | 0,0 | (0,4) | |
| Net profits of consolidated companies | 3,6 | 4,3 | 20% |
| Depreciation of Goodwill | 0,7 | 0,8 | |
| Consolidated net income | 2,9 | 3,5 | 23% |
| Net income (group share) | 2,8 | 3,5 | 24% |

¹ Before amortisation of intangible assets



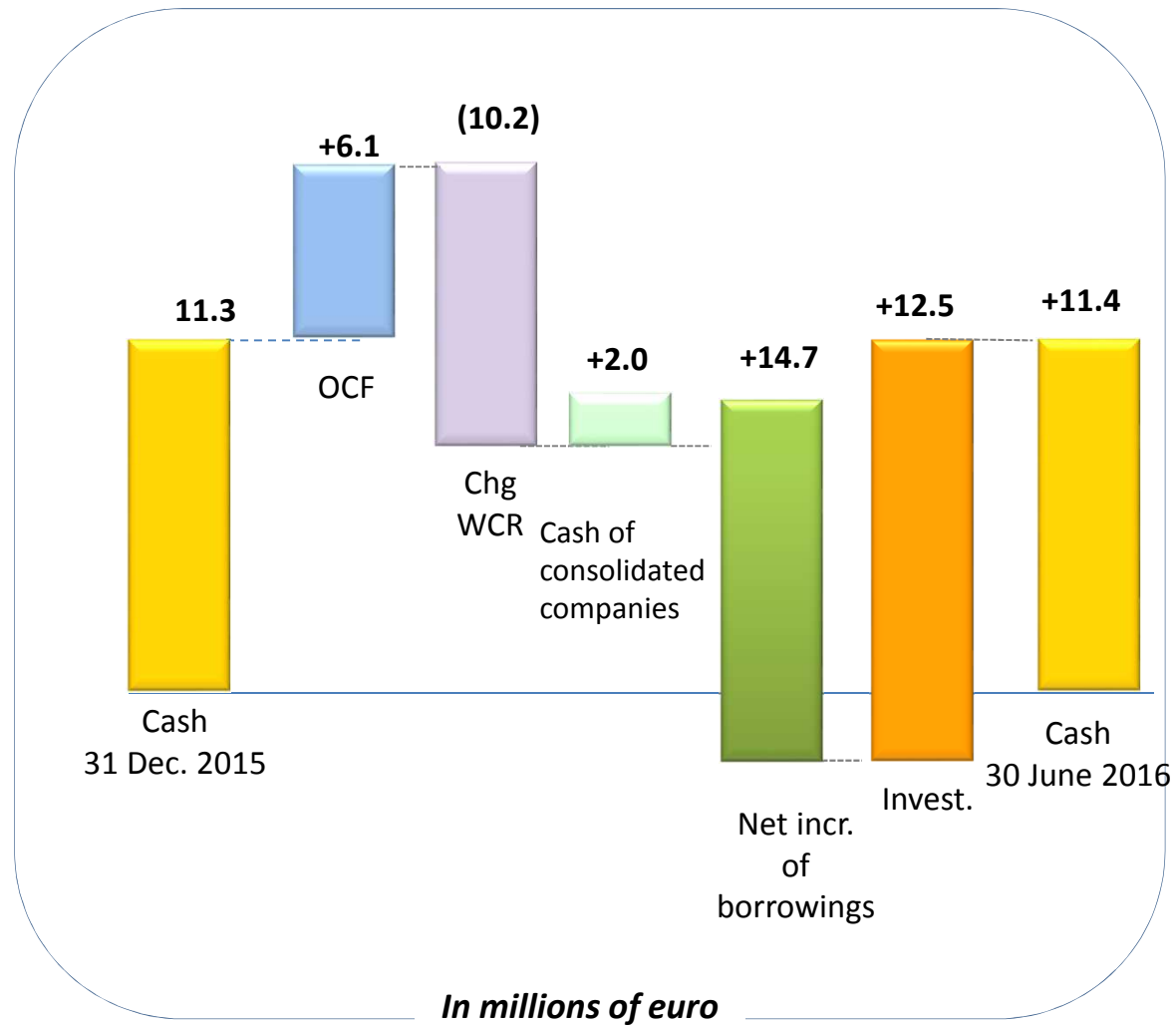
Sound financial structure and additional leverage

In millions of euro



- Net debt = 82% of consolidated equity at 30 June 2016
- Average cost of debt contracted in 2016 = c .1.5%
- Interest Coverage Ratio (EBIT/net interest expense) = 27

Cash generation



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Outlook in the short and mid term

□ Outlook for 2016

- Accelerated growth in the second half, with continued double-digit profitable growth
- Continued growth in the international market (priorities: Germany and Italy)

□ In the medium term

- €400 million in turnover in five large markets of comparable size (France, Germany, Italy, Benelux and Spain)

□ European leader in providing technical support for new digital technologies

Our equity story

- 
- 1 • European leader with a powerful domestic base making it efficient to duplicate the business model in other countries
 - 2 • Buoyant markets for connected objects (energy, home automation, security, e-health) and renewals (IT and telecoms)
 - 3 • Unique business model based on scaling up standardised services to generate profit and facilitate consolidation of new businesses at reduced cost
 - 4 • Three major growth drivers to 2018:
 - Deployment of digital technologies in all large markets
 - International expansion (vast German market)
 - Consolidation of our market through external growth
 - 5 • Increasingly large and liquid market for the stock



SOLUTIONS 30

H1 2016 results and outlook

Gianbeppi Fortis, Chairman of the Executive Board



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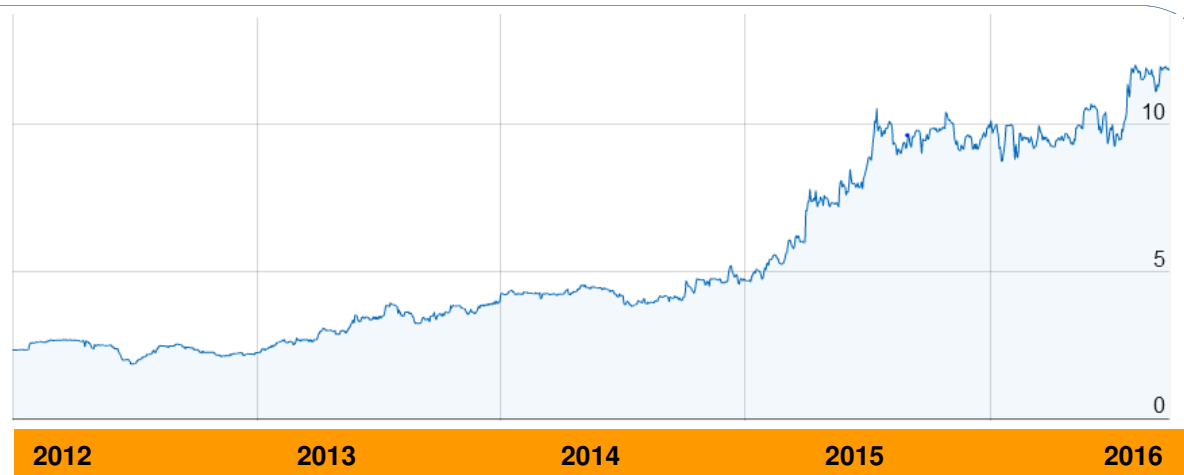
Share information

- ▶ Listing sponsor: Genesta Finance
- ▶ Liquidity contract with Louis Capital Market

| | | | |
|-----------------------------|--------------------|-------------|--|
| Price at September 26, 2016 | €11.90 | Listed on: | Alternext (Paris): ALS30 Deutsche Börse (Frankfurt): XETRA, EO2 |
| Total no. of shares* | 20,440,000 | ISIN Code | FR00110263335 |
| Capitalisation | €242 million | Eligibility | PEA (share savings plan) and for the PEA-PME plan |
| Floating | 59% (€125 million) | | |

* Note: Increase and share split on 1 July 2016

**Share price
over five years**
(Source: Euronext)



Calendar & Contact

| DATES | EVENTS |
|-------------------------------------|---|
| 03 November 2016 23 January 2017 | Publication of Q3 2016 turnover Publication of 2016 turnover |

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