



SOLUTIONS 30 GROUP

September 2018

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A HISTORY OF GROWTH

A European leader

SOLUTIONS 30 PROFILE

Mission	Making all technological changes that transform our daily lives accessible		
Key figures	2003 Founding of PC30, specialising in home IT support	25% average annual growth in revenue since 2007	35% business abroad: Germany, Benelux, Spain and Italy
		> 6,000 personnel: 3,550 employees and 3,000 referenced subcontractors	> 25,000 calls a day, more than 10 million since the company was founded

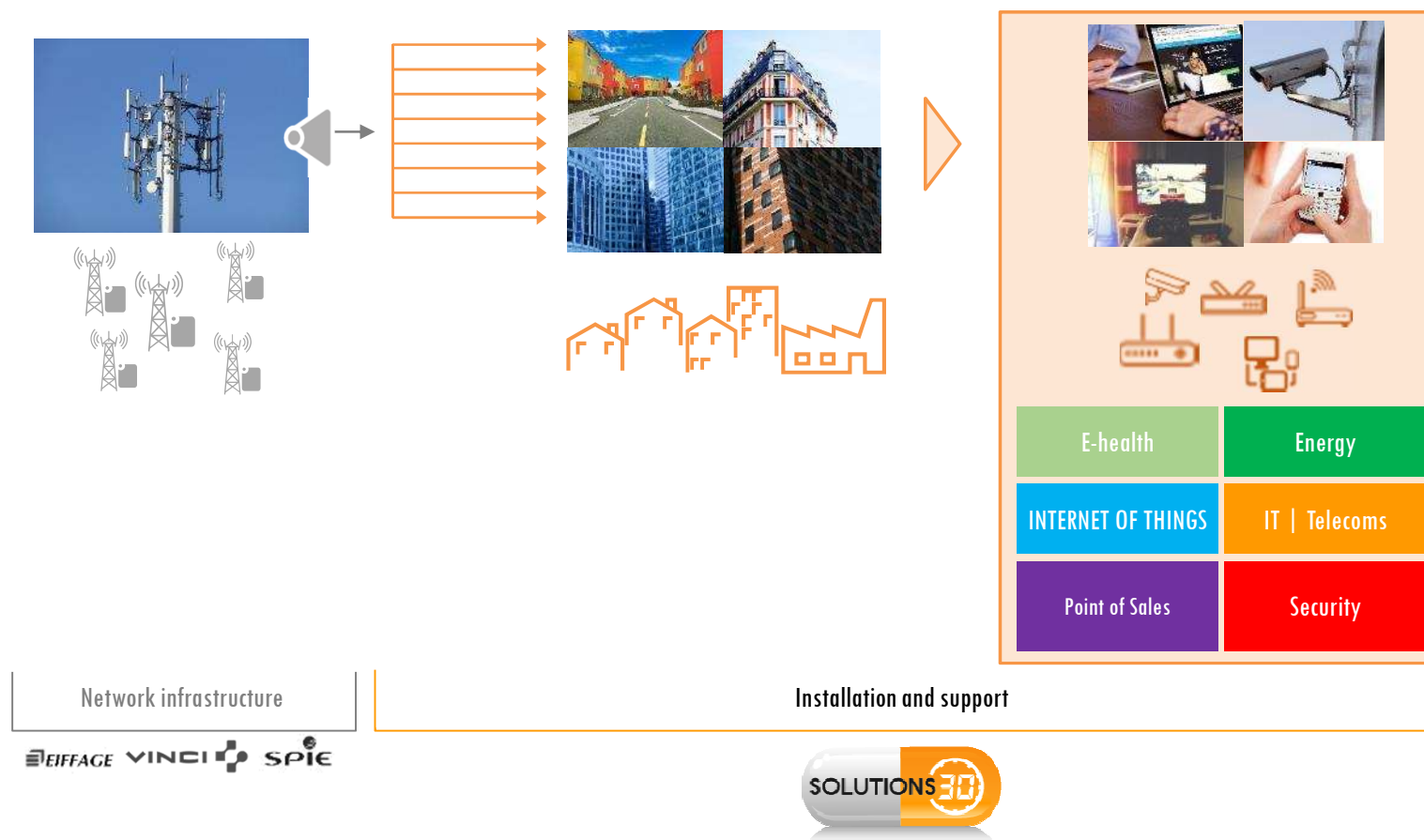


SOLID SKILLSET SERVING 6 BUOYANT BUSINESS SECTORS



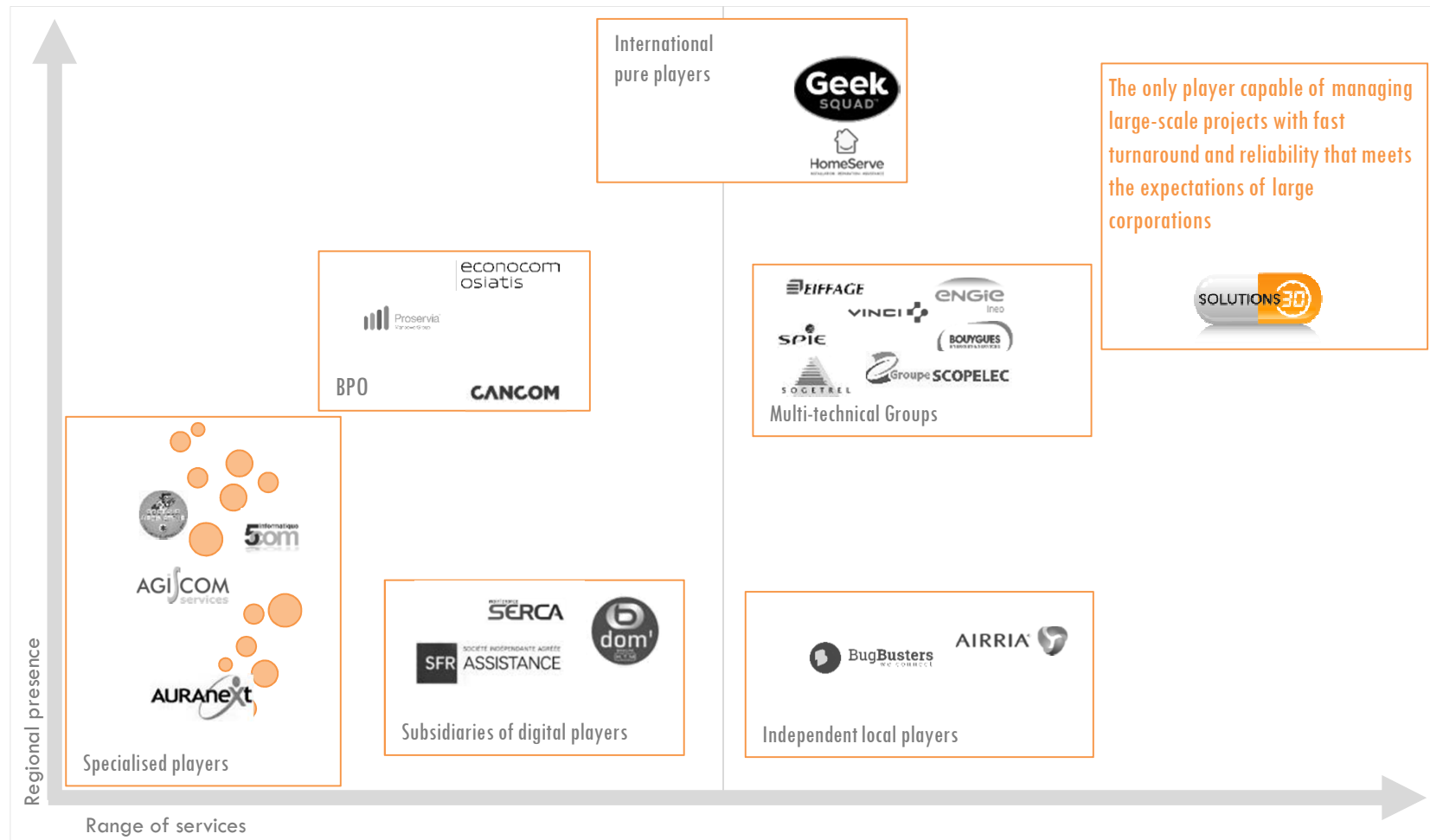
SOLUTIONS 30 is accelerating the transition to digital

SOLUTIONS 30, PARTNER OF THE LAST DIGITAL KILOMETRE



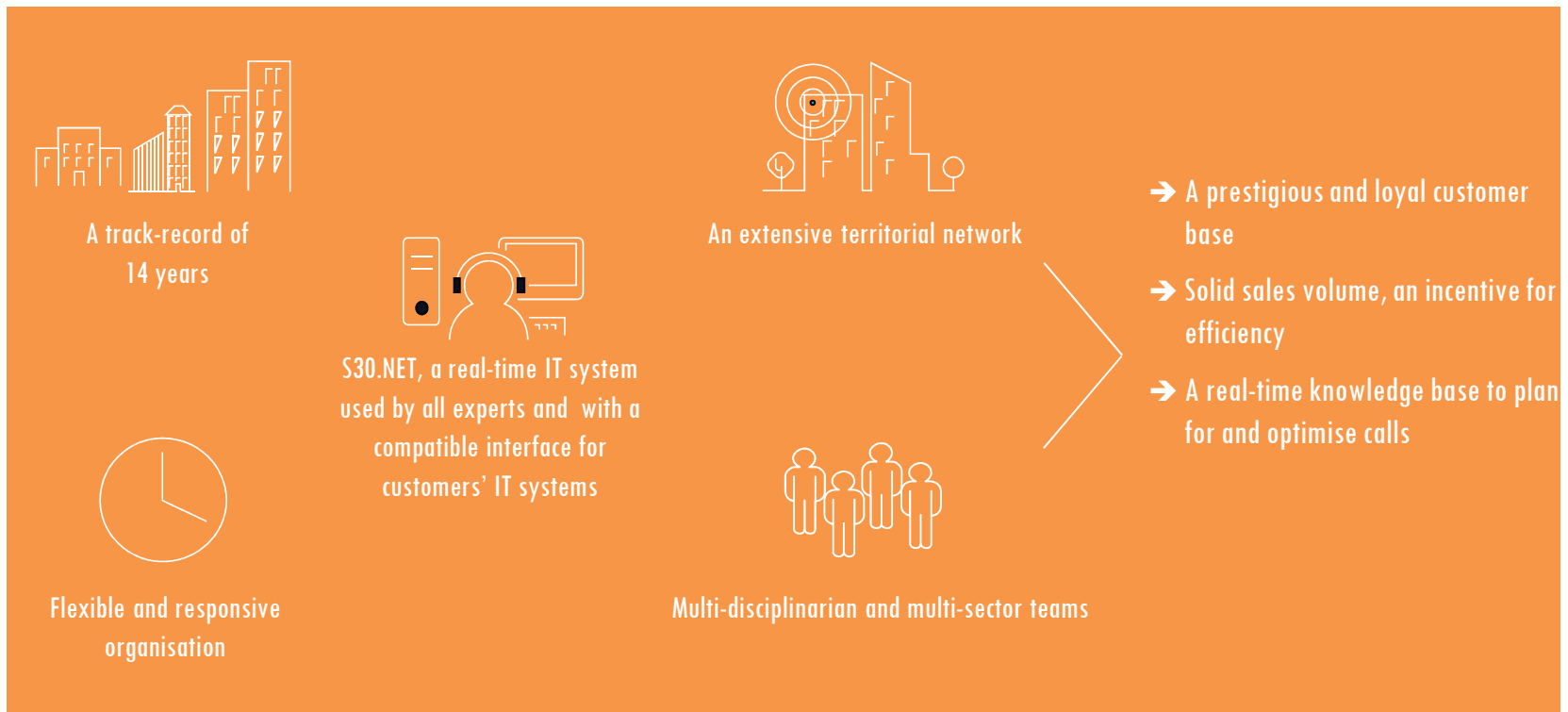
A POSITIONING THAT MAKES US STAND OUT

A fragmented market in which Solutions 30 is the only structured and global player

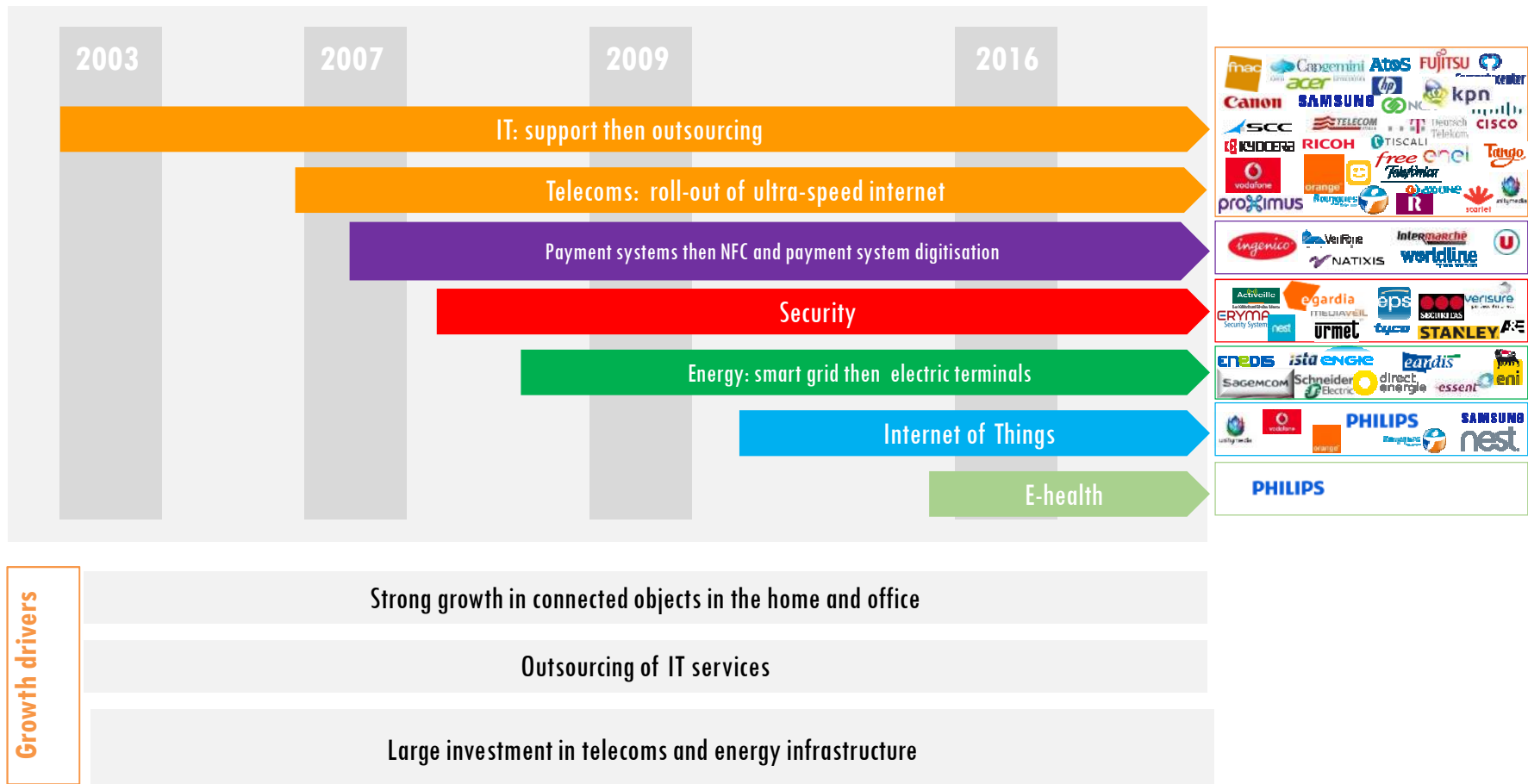


HIGH BARRIERS TO ENTRY

A proven, profitable business model, structured for the latest "last kilometre" technological challenges



LOYAL CUSTOMER PORTFOLIO





A HISTORY OF ROBUST GROWTH

A new growth stage in 2015

ROBUST GROWTH MOMENTUM

+25%

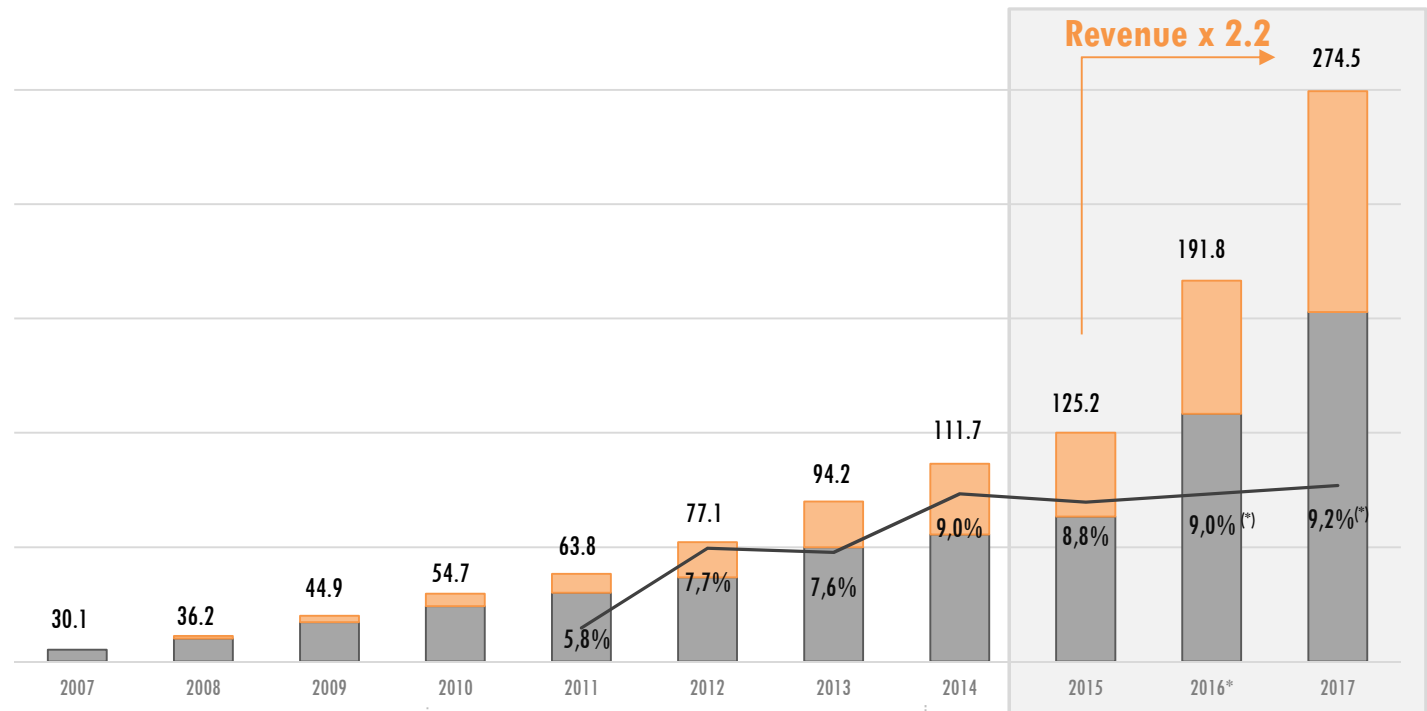
average annual growth
2007 to 2017

In millions of euros

■ Revenue in France
■ Revenue abroad
— EBITDA/revenues

2003
Founding

2005
Market trading



Listing on Alternext

First external growth
acquisition

Acquisitions in Benelux
and Germany

2 large contracts:
Linky & Fibre optics

Dual listing Paris / Francfort



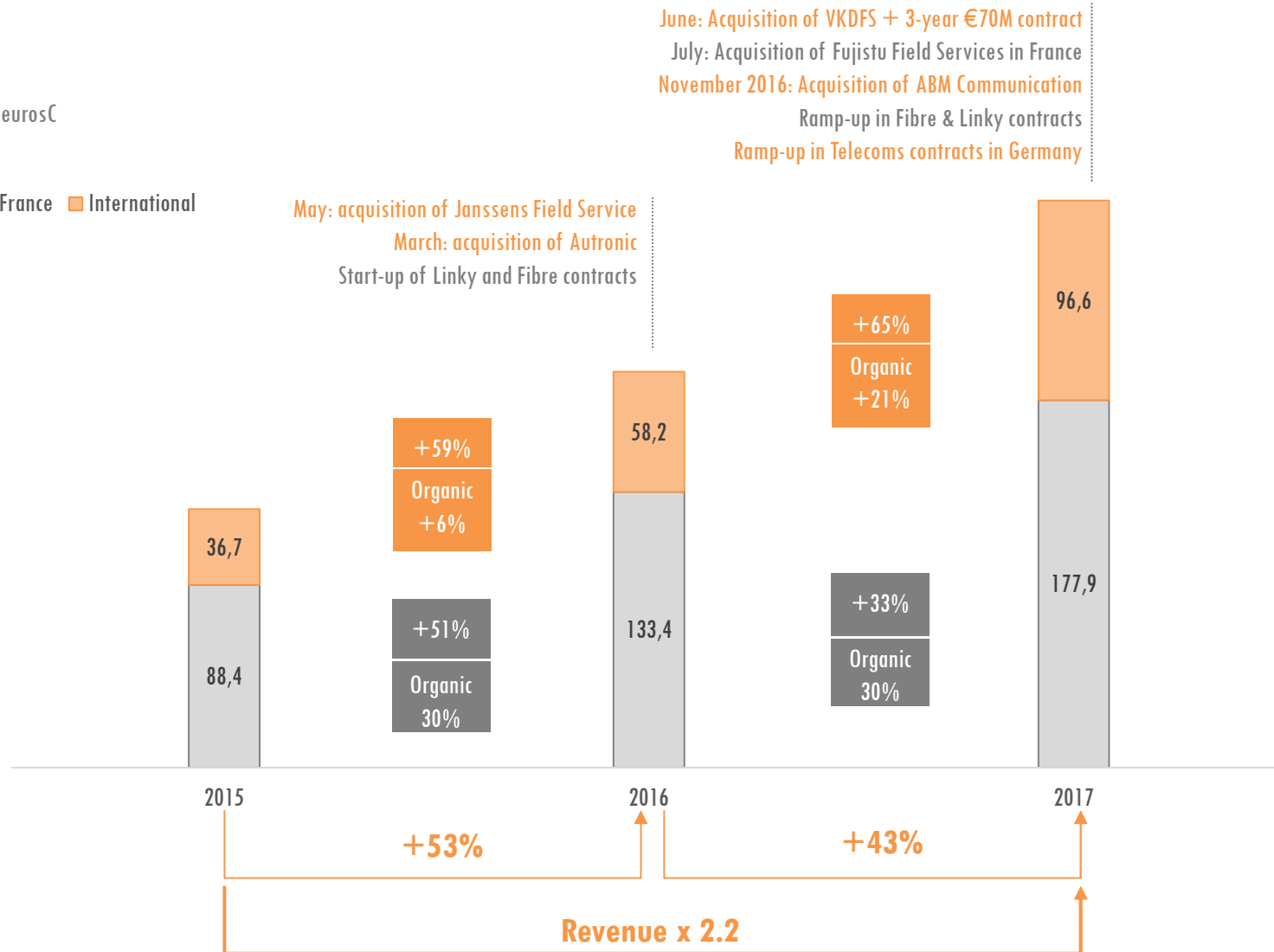
Solutions pour les Nouvelles Technologies

(*) Adjusted EBITDA

A NEW GROWTH PHASE SINCE 2015...

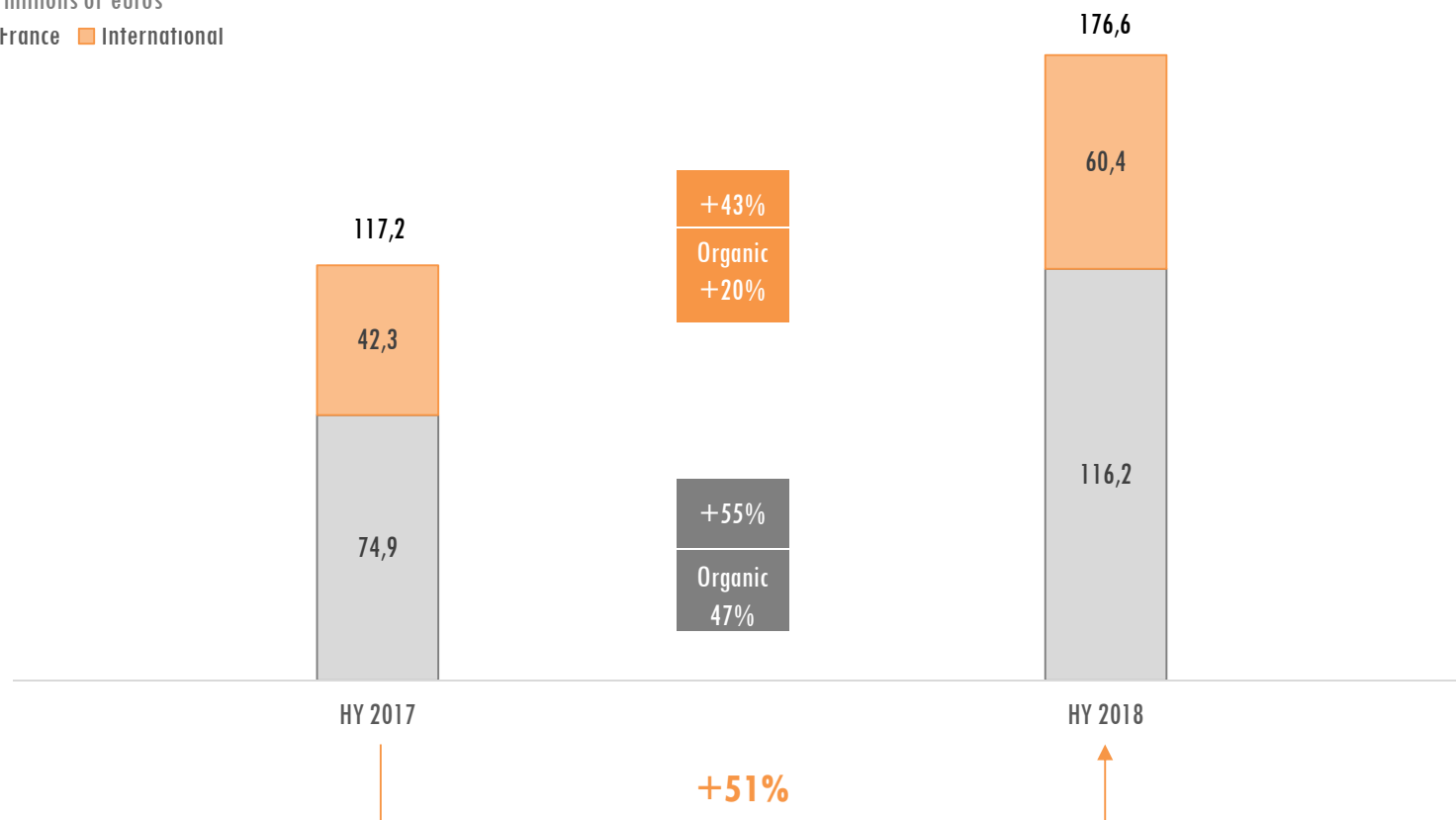
In millions of eurosC

■ France ■ International

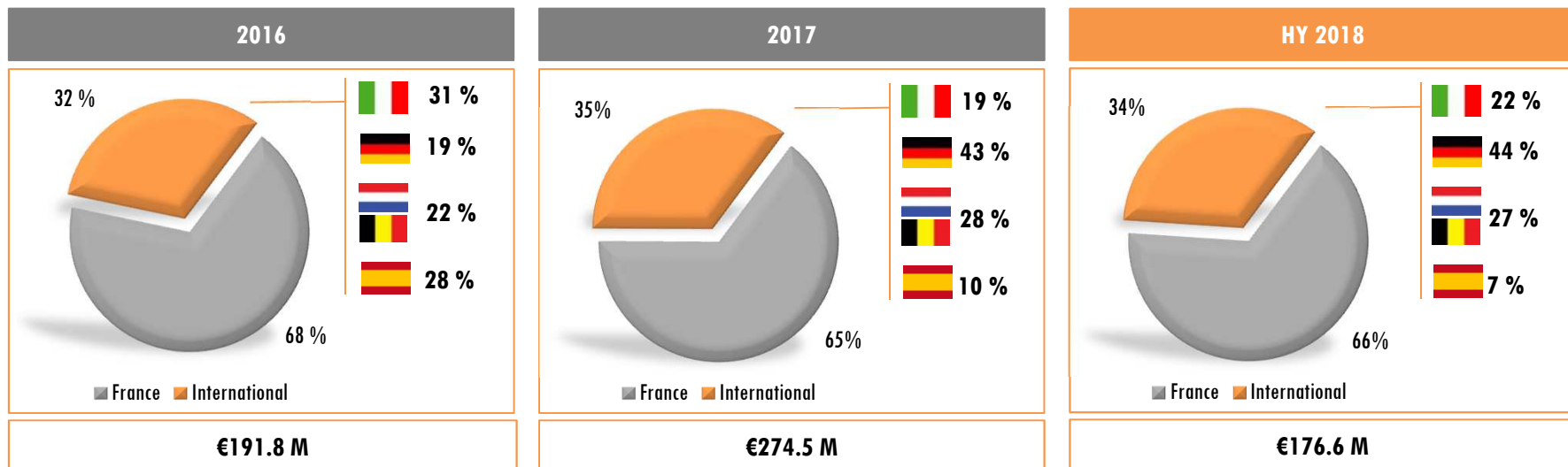


... WHICH CONTINUES IN 2018

In millions of euros
■ France ■ International



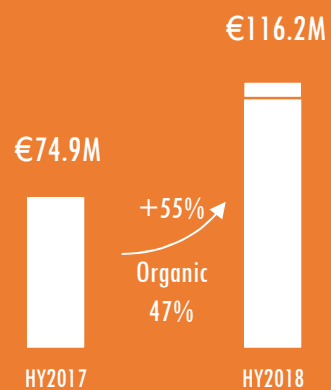
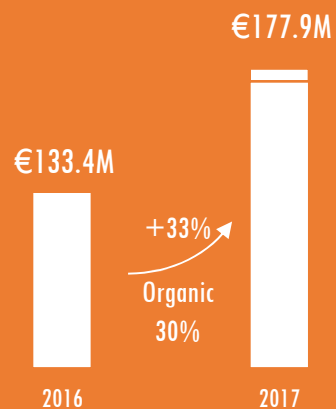
GERMANY IS GROUP'S 2ND REGIONAL MARKET



Targeted acquisition policy
to consolidate its strong position and accelerate its market leadership

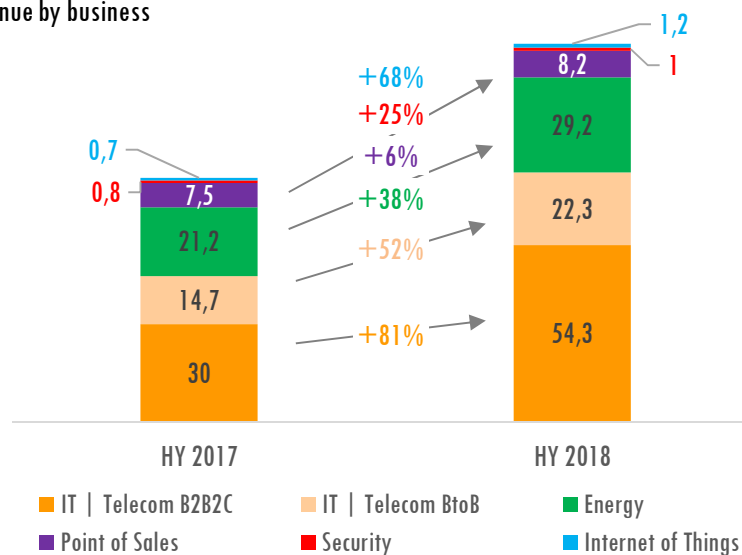
FRANCE

GROWTH DRIVEN BY ENERGY AND TELECOMS

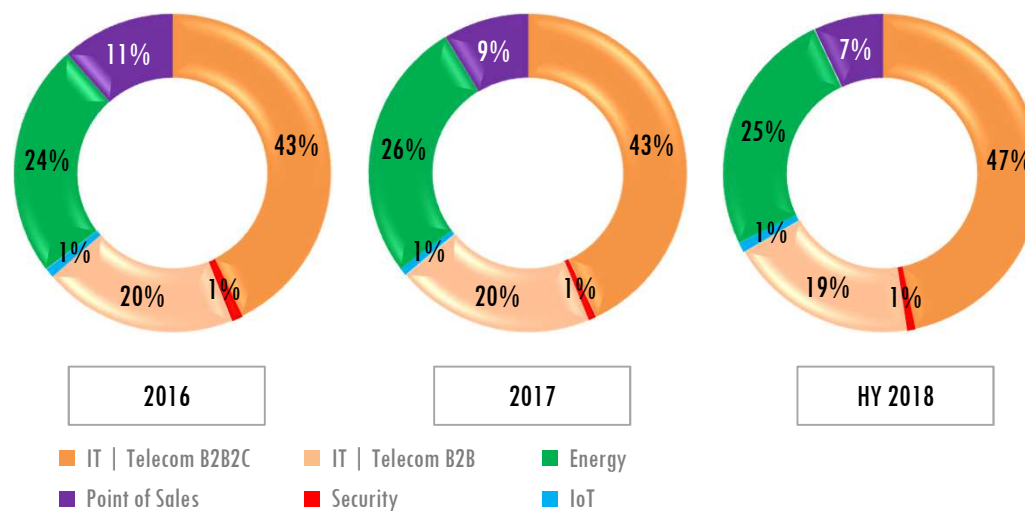


In millions of euros

Revenue by business

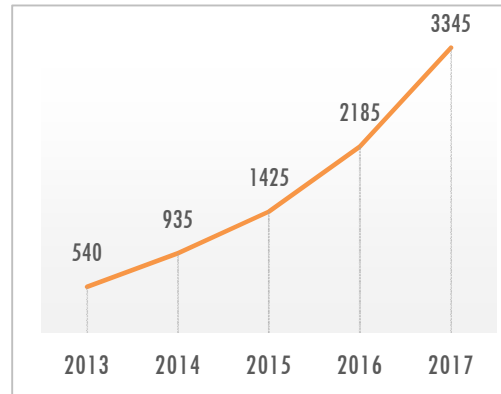


Revenue breakdown by business



+37% ORGANIC GROWTH IN 2017 +97% ORGANIC GROWTH IN HY2018

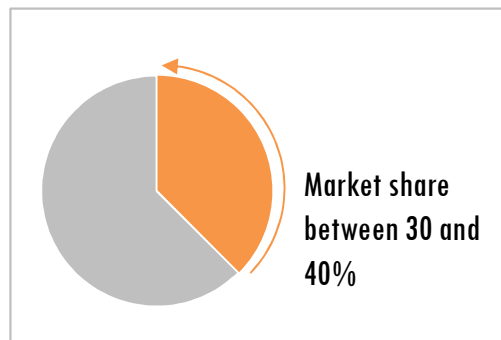
BUOYANT MARKET



1Q2018 +.300 million subscribers,
3.639 million houses connected
2017 +1.16 million subscribers
2016 + 0.76 million subscribers
2015 +0.5 million subscribers
2014 +0.4 million subscribers
At end-2017, there are still 23 million
subscribers to connect to THD

Number of high-speed internet subscriptions
(ARCEP — data at end-April 2018)

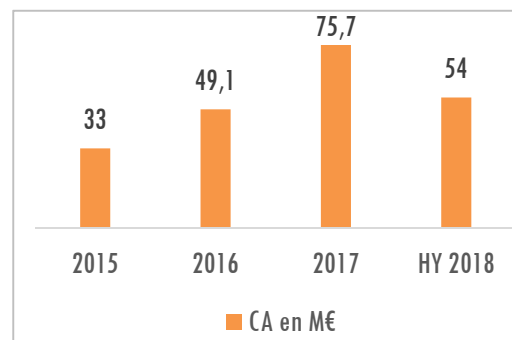
BENCHMARK POSITIONING



Solutions 30 installs approximately
1 FTTH client out of 3



STRONG SKILLSET

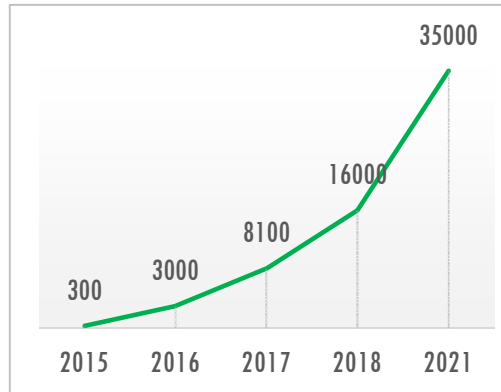


Business multiplied by
2.5 in 2 years



ENERGY | +49% ORGANIC GROWTH IN 2017 | +39% ORGANIC GROWTH IN HY2018

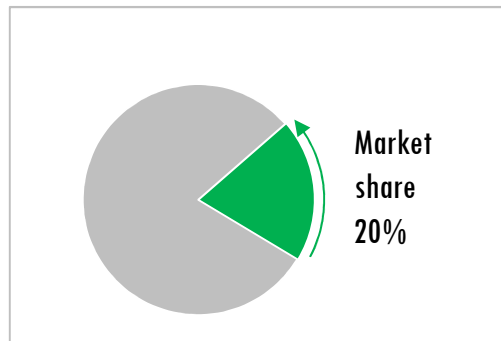
BUOYANT MARKET



13 million meters installed
4,200 French cities
28,000 meters installed a day

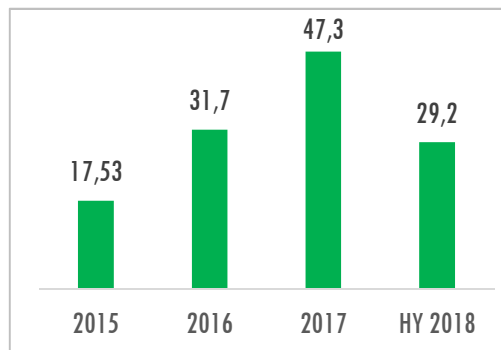
Number of Linky meters rolled out
(Achieved and estimated Enedis)

BENCHMARK POSITIONING



Solutions 30, **no. 1** partner for Enedis, **installs 1 meter in 5**

STRONG SKILLSET

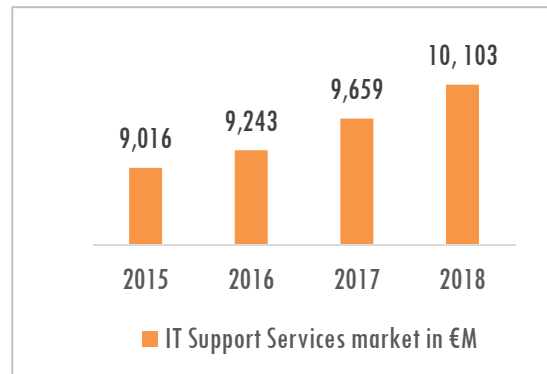


Business multiplied by 3 in 2 years



IT | +33% ORGANIC GROWTH IN 2017 | +40% ORGANIC GROWTH IN HY2018

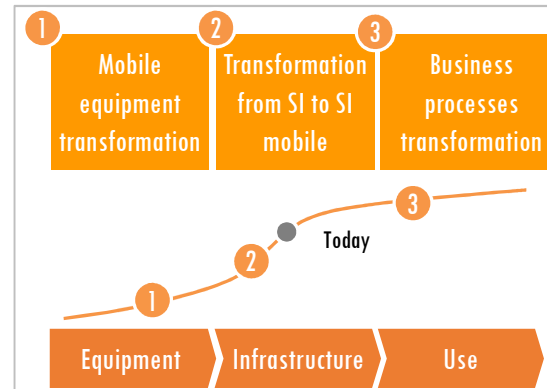
**MORE MATURE
MARKET... with
structural changes**



- Markets in full transformation
- Huge investment in artificial intelligence and big data
- Outsourcing of last km services

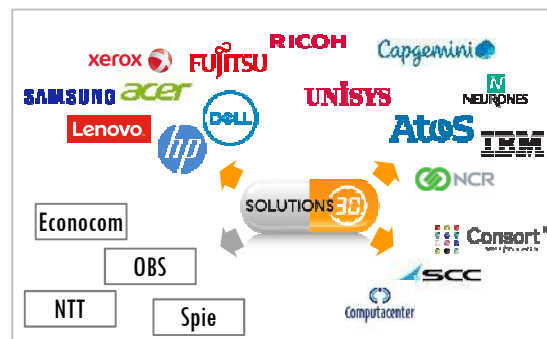
Annual change in IT services
(Syntec - PAC)

**FAST-CHANGING
BUSINESS**



- Strengthening of digitisation
 - Development in mobility /BYOD
- => Territorial coverage = key to success

STRONG MOMENTUM



- Solutions 30: a partner for major players in the IT market.
- Strong trend for outsourcing support services
- Competitive advantage due to large network of technicians



ROBUST ORGANIC GROWTH IN FRANCE

Telecoms	Strengthened market share with existing clients New contracts : 50M€ deployment in southern France over 3 years and 32M€ maintenance over 4 years
IT	Diversification of business activities for existing clients New contracts won: B Media (IT eqpt for bar, merchants)
Energy	Roll-out of gas meters Solutions 30 : 7.2% market share New clients: Direct Energie, Schneider Electric
Payment	Development of a new offer: mobile checkout New clients: Banque Populaire Aquitaine, deployment of new terminals for Intermarché



EXTERNAL GROWTH IN FRANCE IN H1 2018

TELECOMS

CPCP

In July 2018, SOLUTIONS 30 has increased its participation in CPCP, a company specialised in the roll-out of FTTH, to 76% (about 50M€ of Revenues in 2017).

CPCP allows SOLUTIONS 30 to strengthen its position in a market that is seeing full growth in FTTH in France and complement its value chain in the roll-out of FTTH and 5G

SMARTFIX 30 | GROWTH AND DEVELOPMENT



A start-up founded by Solutions 30 to become the benchmark application in home and work support

Smartfix rolls out its solution for SmartfixPartner key accounts

- The roll-out of Smartfix at Bouygues is finished, it's used for more than 3000 FTTH clients/day
- Successful Orange pilot in 2017. Deployment of full scale solution in 2018
- Signed contract with Direct Energie, B Media (retail)
- Pilot on going with Intermarché retail chain

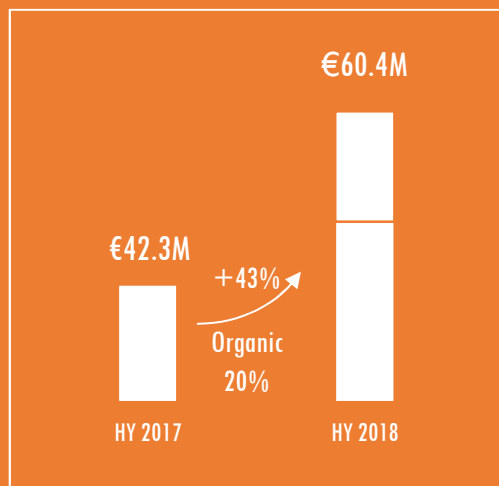
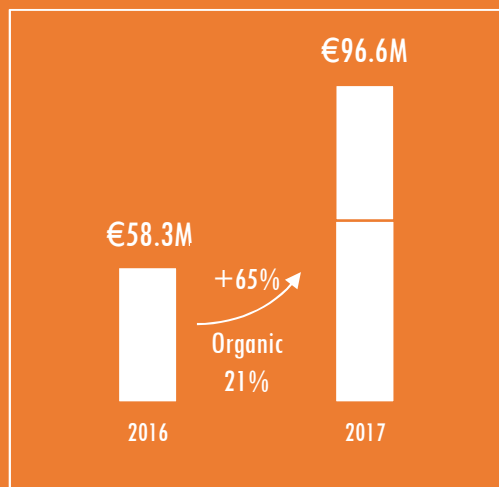
Growth outlook

- Prospects in Poland Germany Benelux and Italy
- Innovation roadmap: launch of SmartPlanning, a Workforce Management tool

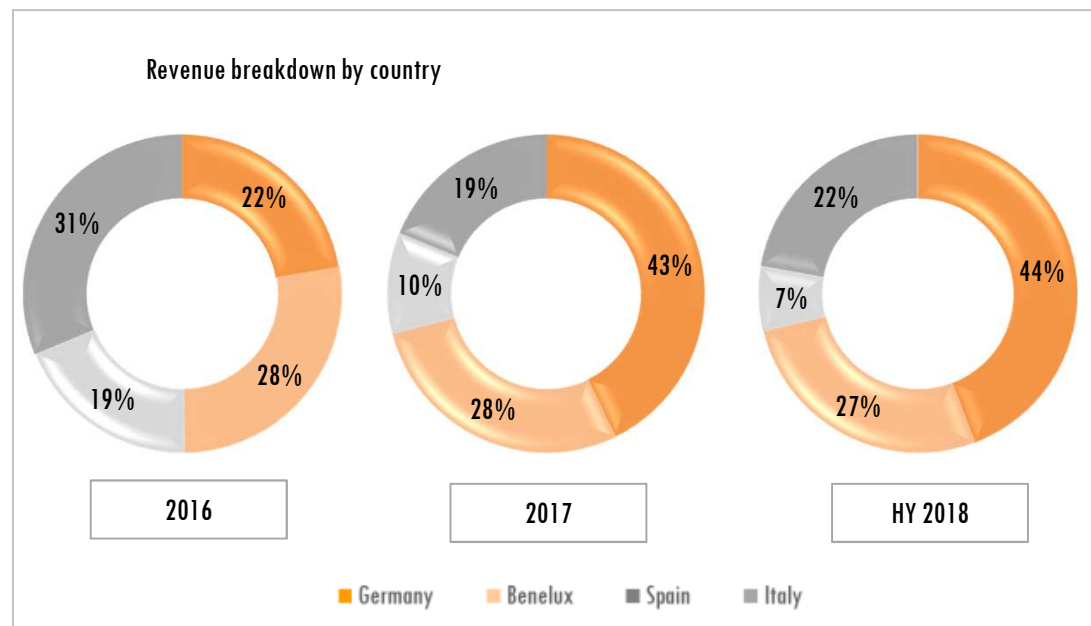
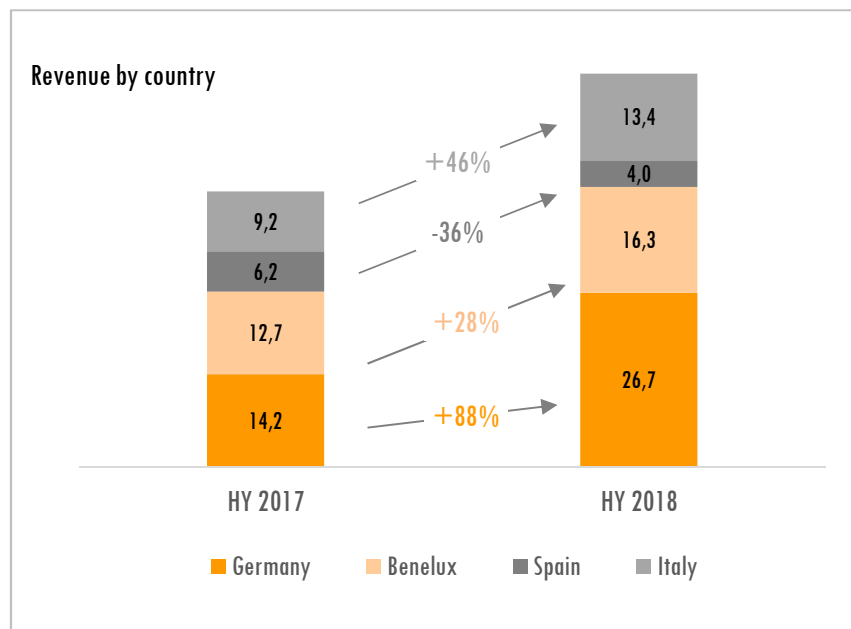


INTERNATIONAL

GROWTH DRIVEN BY GERMANY AND BENELUX



In millions of euros



DUPLICATION OF FRENCH MODEL ACROSS EUROPE

IT & TELECOMS

IT | Telecoms

Germany	<p>Solutions 30 has become a global player, a partner of the 3 main operators connecting an entire market that is highly fragmented in which a number of investments are expected</p> <p>Acquired small provider of Vodafone (about 2M€ revenues)</p> <p>Pipe of external growth deals for about 30M€ revenues</p> <p>Signing and negotiations of small FTTH activities</p>
Italy	<p>Successful milestones underway and Solutions 30 on track to seize growth in a high-potential market</p> <p>Began activities for about €5M/a year with DXC in March 2018</p>
Benelux	<p>Strengthened presence in a growing market</p> <p>Integration of Telenet deal began successfully and is developing without problems.</p>
Spain	<p>Back to growth</p> <p>Two small acquisitions in the pipe.</p> <p>On-going negotiations with Masmovil and Vodafone for FTTH activities</p>

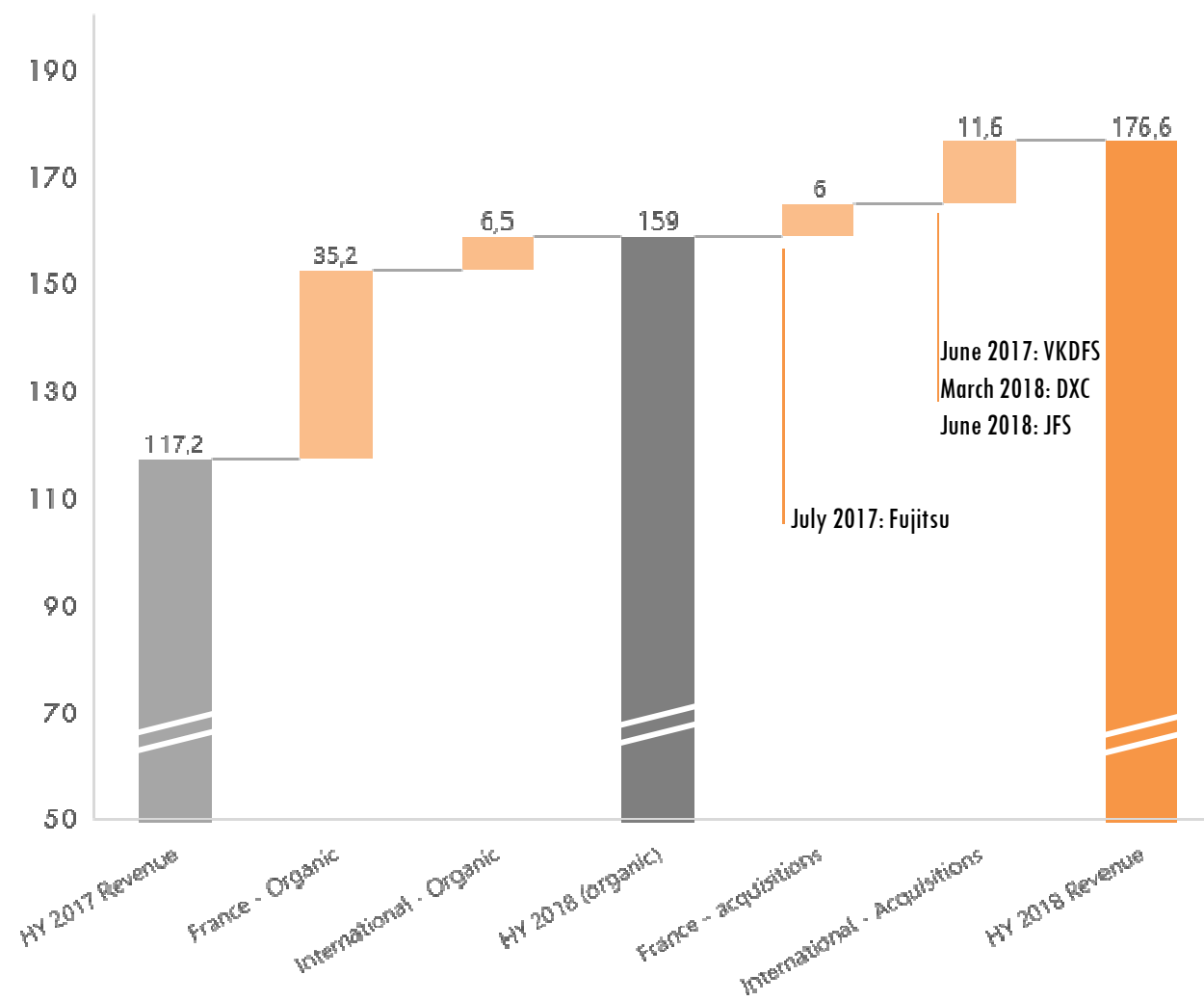




A HISTORY OF PROFITABLE GROWTH

Solid operating performance in 2017

HY 2018 REVENUE: +51% (+37% ON AN ORGANIC BASIS)



STRONG GROWTH IN OPERATING PROFITABILITY

In €M	2017	2016	Change
Revenue	274.5	191.8	43%
Operating costs	217.7	152.3	43%
<i>As a % of revenue</i>	<i>79.3%</i>	<i>79.4 %</i>	
Central org. costs	31.5	22.2	42%
<i>As a % of revenue</i>	<i>11.5%</i>	<i>11.6 %</i>	
Adjusted EBITDA ⁽¹⁾	25.3	17.3	46.2%
<i>As a % of revenue</i>	<i>9.2%</i>	<i>9.0%</i>	
Operating amortisation ⁽²⁾	-4.7	-3.2	46.9%
<i>As a % of revenue</i>	<i>-1.7%</i>	<i>-1.7%</i>	
Adjusted EBIT ⁽¹⁾	20.6	14.1	46.1%
<i>As a % of revenue</i>	<i>7.5%</i>	<i>7.3%</i>	

⁽¹⁾ Correction made for items considered by the company as exceptional or non-recurring to show a better reading of operating performance

EBITDA: operating profit before depreciation net of reversals in amortisation and provisions

EBIT: operating profit from recurring activities before amortisation intangible assets, including goodwill

⁽²⁾ Growth above that of business linked to the transfer of reserves as part of acquisitions

SIGNIFICANT GROWTH IN NET INCOME (GROUP SHARE)

In €M	2017	2016	Change
Adjusted EBIT	20.6	14.1	46%
Amortisation of intangible assets	-3.9	-2.3	70%
Financial result ⁽³⁾	-1.6	-1.2	
Non recurring items ⁽⁴⁾	0.7	0.3	
Corporation tax ⁽⁵⁾	-1.7	-1.3	
Net income from consolidated companies	14.1	9.5	48%
<i>As a % of revenue</i>	<i>5.1%</i>	<i>5.0%</i>	
Amortisation of goodwill	-1.7	-1.5	
Consolidated net income	12.4	8.1	53%
<i>As a % of revenue</i>	<i>4.52%</i>	<i>4.2%</i>	
Net income (Group share)	12.5	8.3	51%
<i>As a % of revenue</i>	<i>4.6%</i>	<i>4.3%</i>	

⁽³⁾ Implementation of structured financing to finance acquisitions

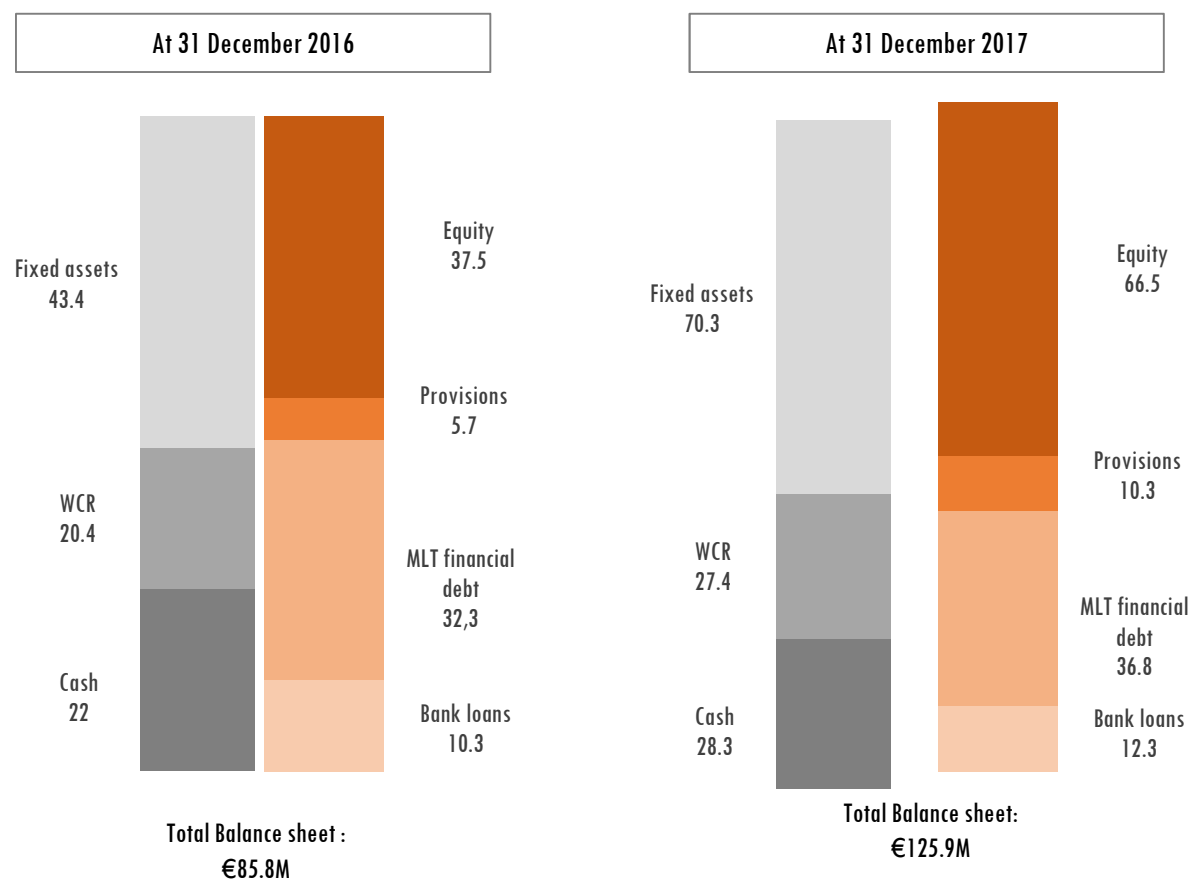
⁽⁴⁾ Non recurring items: this position mainly includes restructuring costs and negative goodwill.

⁽⁵⁾ Corporate tax: 11% of net income before tax in 2017



SOLID FINANCIAL STRUCTURE

In millions of euros

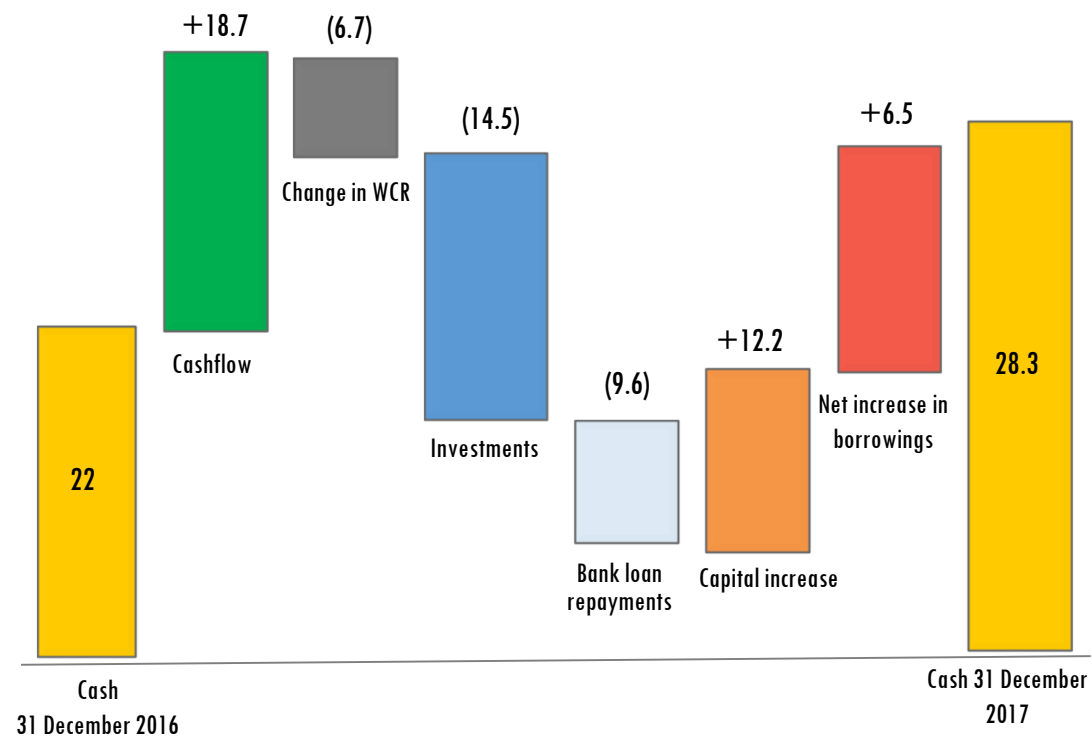


Net debt €20.8M, i.e. 34% of consolidated equity at 31/12/2017

Interest Coverage Ratio (EBIT/FF net) x8



CASH GENERATION



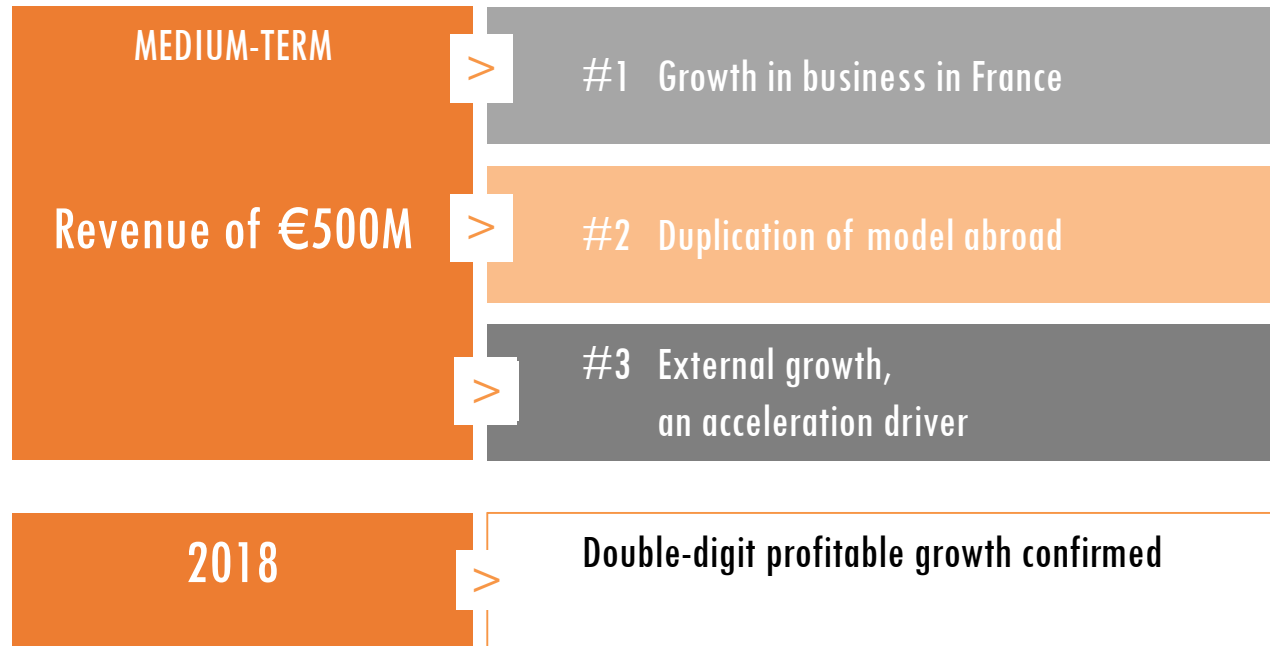
In € millions



A HISTORY OF SUSTAINABLE GROWTH

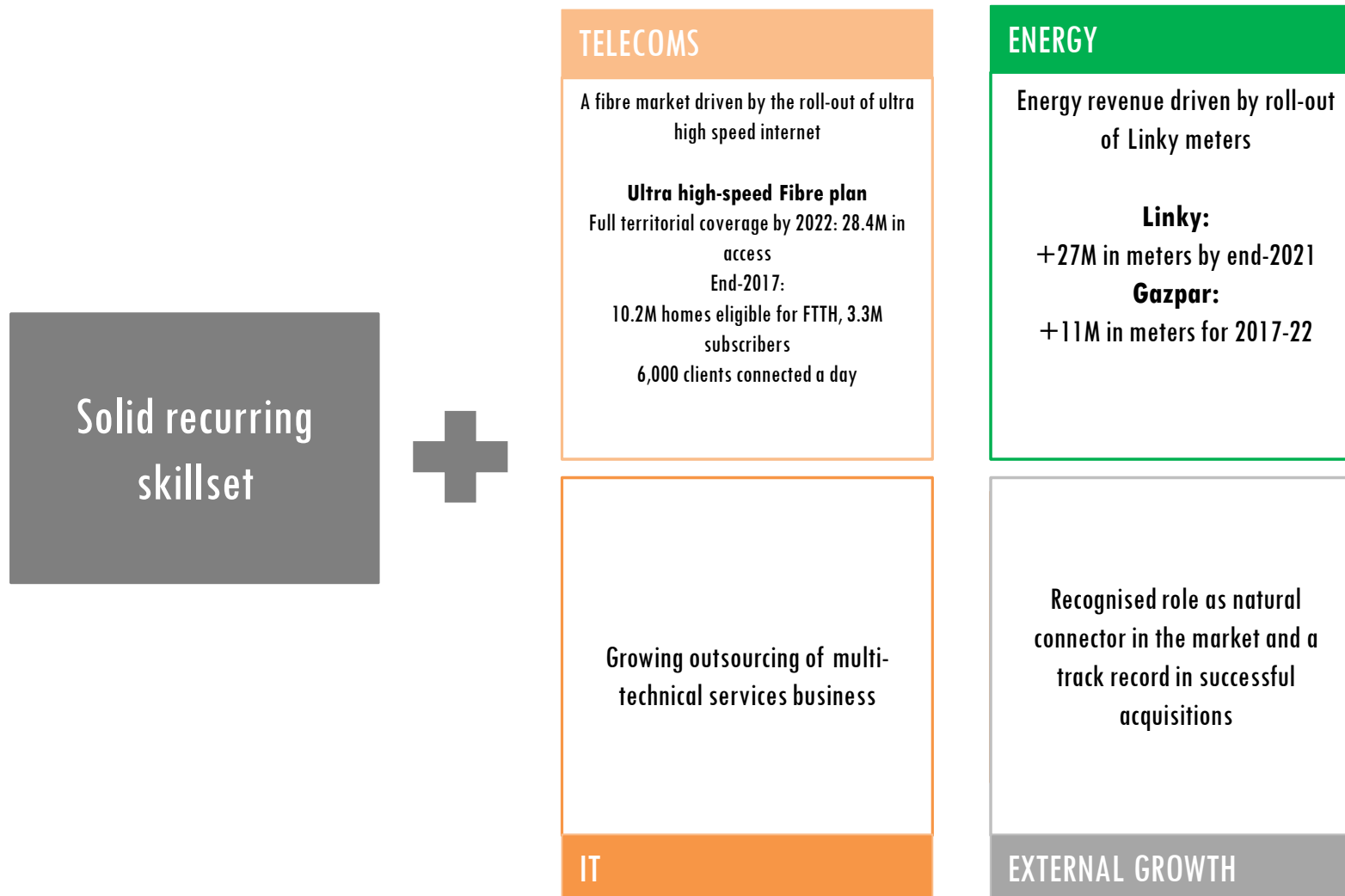
A new record financial year

TARGETS

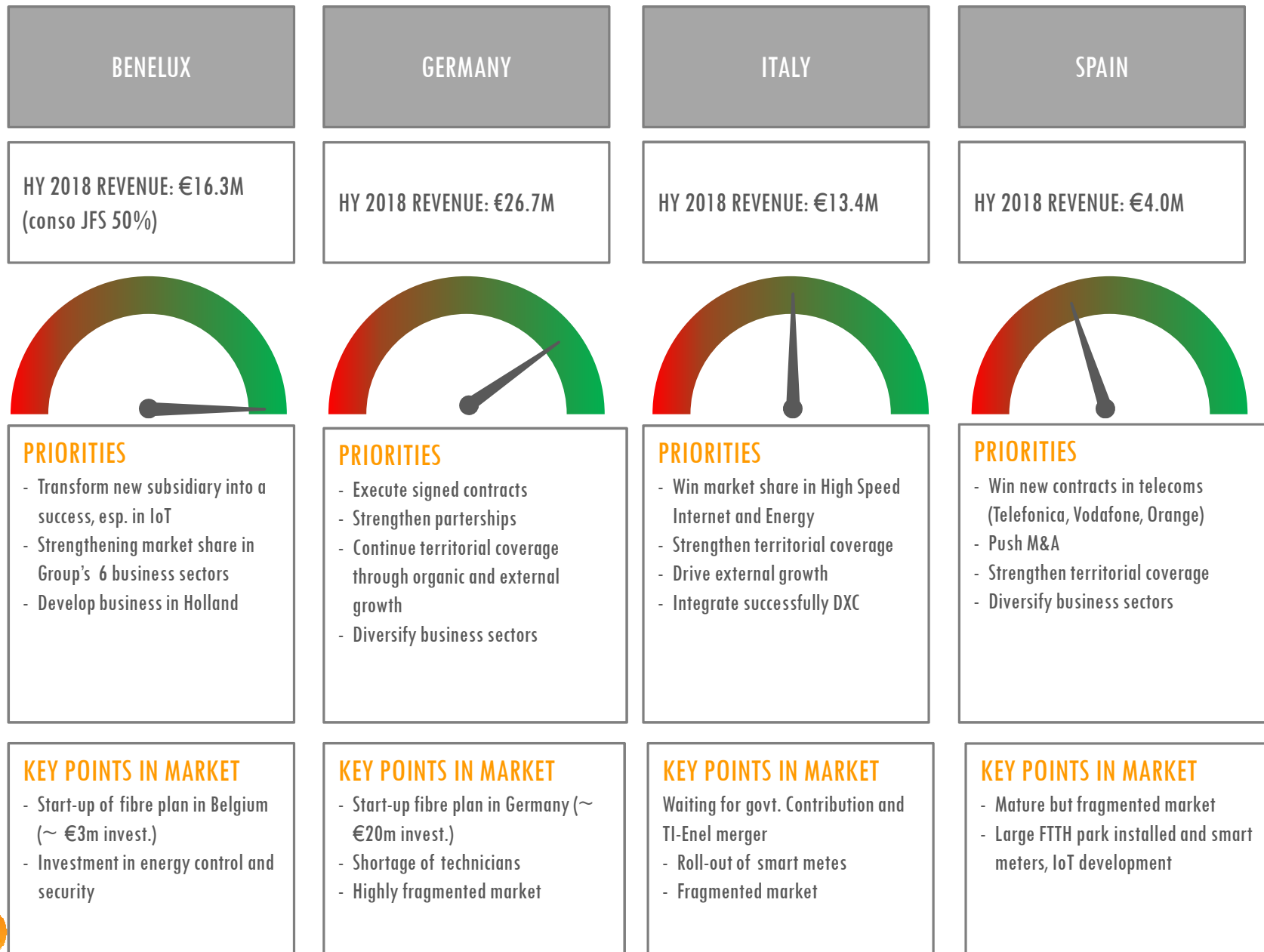


European leader in support for the use of new digital technologies and the roll-out of connected objects

SUSTAINED GROWTH LEVELS CONTINUED IN FRANCE



A MODEL UNDERGOING DUPLICATION ABROAD



EXTERNAL GROWTH, AN ACCELERATION DRIVER

- Natural connector in the market
- A track-record of fifteen successful acquisitions
- Proactive start, a team constantly and closely monitoring developments
- Secured financing

Acquisition criteria



ROBUST GROWTH DRIVERS IN MEDIUM-LONG TERM

IoT

500 connected objects per home in 2022
2015: 5 billion connected objects
2020: 50 billion connected objects, i.e. 15% of all produced objects



Connected locks, smart thermostats, connected televisions but also curtains, bulbs, remote controllable insulation, speakers, cameras, weighing scales, mirrors, rubbish bins, mini-laboratory medical petri dishes, connected electrical appliances, GoogleHome, energy savers, multimedia, robots ... The applications are vast and are starting to arrive!

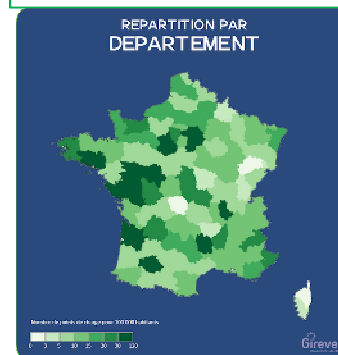
Sources: Garnter | Joshfire

5G

40,000 4G antenna in France, roll-out of approximately 500,000 additional antenna for 5G (4-5 billion in investment)
SOLUTIONS 30: European market worth €20-30 billion

CHARGING POINTS

Fast-growing market
Government ambition: 7,000,000 points (roadways, individual homes and companies) in 2030
SOLUTIONS 30: European market worth €30-50 billion





SOLUTIONS 30, A HISTORY OF ROBUST, PROFITABLE AND SUSTAINABLE GROWTH

Synergies in our markets

the renewal of historical
markets and
development in new
markets

We have built

a business model that
generates profitability
and cash that we are
successfully developing
across Europe

We want to be

the connector of a
market that addresses
500 million people from
our substantial home
base in France

AGENDA

24 September 2018

25 September 2018

6 November 2018

2018 first-half results

10:00 CET - earnings conference call (in English)

14:30 CET - investors conference (Paris)

3rd quarter 2018 revenue

CONTACT

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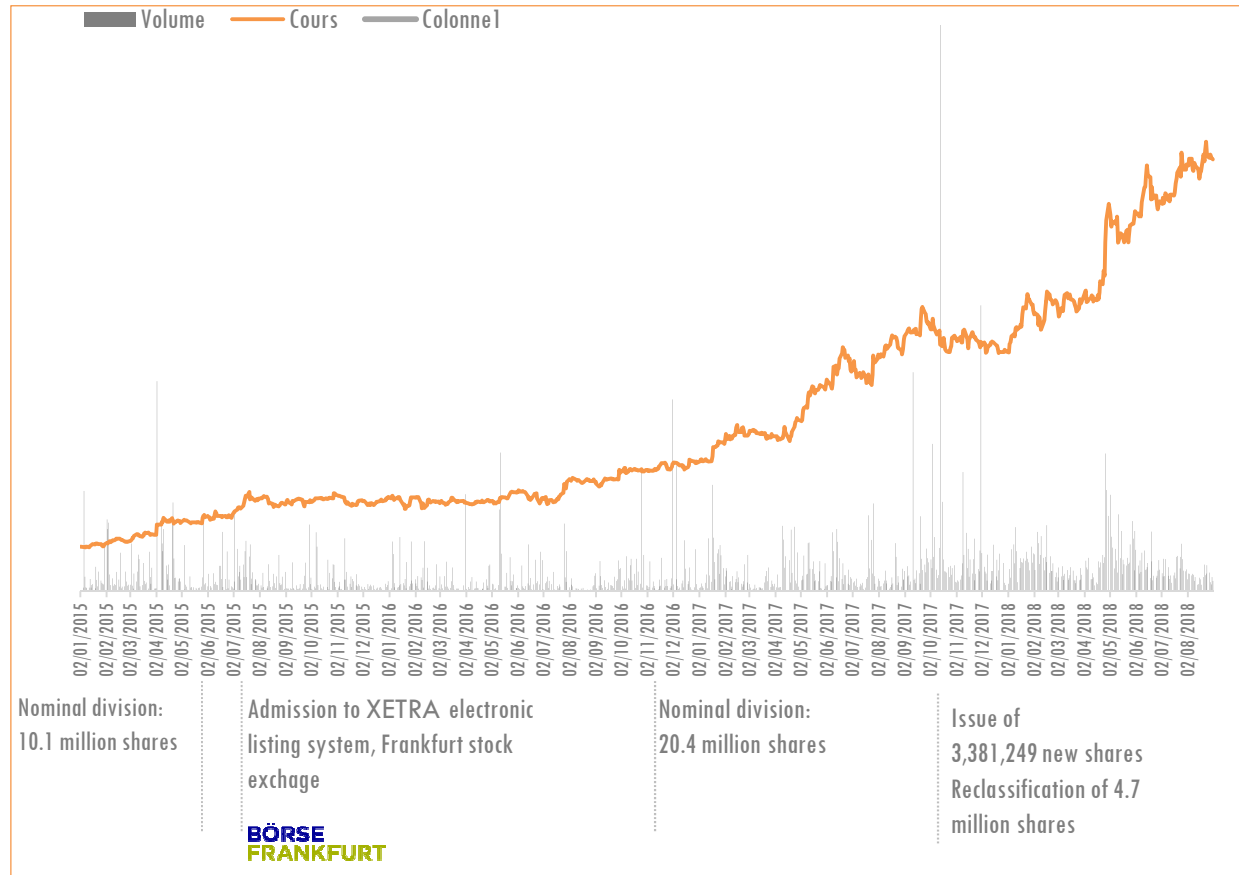
Disclaimer: This document contains prospective information. Such information is likely to be impacted by factors, both known and unknown, which are difficult to forecast and not beyond the control of Solutions 30, which could lead to results that significantly differ from the outlook communicated, given, or forecast by the company's communications.



SOLUTIONS 30 GROUP

APPENDICES

CONSTANTLY IMPROVING LIQUID SECURITY



Price at 08/31/2018	€45.85
Total number of shares	24,179,812
Capitalisation	€1 108 M
Free float	80% (€886M)
Average trading volumes	€1.7M/day average since 01/01/18
Markets	Alternext Paris: ALS30 Deutsche Börse: XETRA, EO2
Code ISIN	FR0013188844
Eligibility	PEA and PEA-PME
Liquidity contract	Louis Capital Market
Listing sponsor	Genesta Finance
Indexes	MSCI Europe Small Cap CAC PME, Tech40



BREAKDOWN OF CAPITAL

