



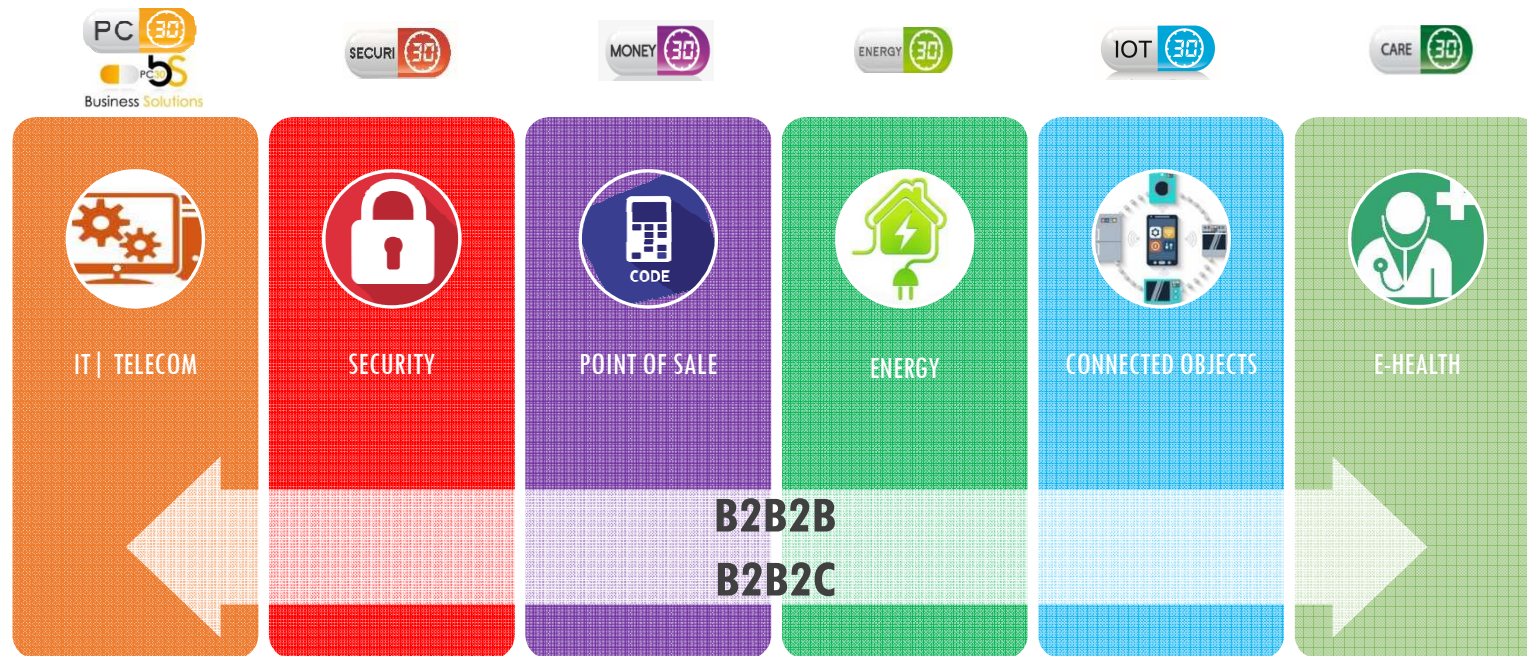
GROUP PRESENTATION

Gianbeppi Fortis,
Chief Executive Officer

SOLUTIONS 30 IN BRIEF

Mission	Making the technological changes that constantly transform our daily lives accessible to everyone		
Key figures	2003	Creation of PC30, the in-home IT support specialist	
		23%	36%
		average annual growth in turnover since 2007	of our business is outside France in: Benelux, Germany, Italy and Spain
		> 4,000	> 20,000
		people, including 3,048 employees & 1,000 freelancers	service calls per day, 10 million since the founding of the company

SOLID SKILLSBASE TO SERVE SIX GROWTH SEGMENTS



SOLUTIONS 30 steps up the transition to all digital

CONTENTS

1

BUSINESS MODEL

A European leader

2

2016 — 1H2017
HIGHLIGHTS

Organic growth in France and
strategic acquisitions in international markets

3

2016
FINANCIALS

Accelerated double-digit
profitable growth

4

OUTLOOK

Solid growth drivers



THE SOLUTIONS 30 BUSINESS MODEL

A European leader

PROFITABLE GROWTH STRATEGY

+23%

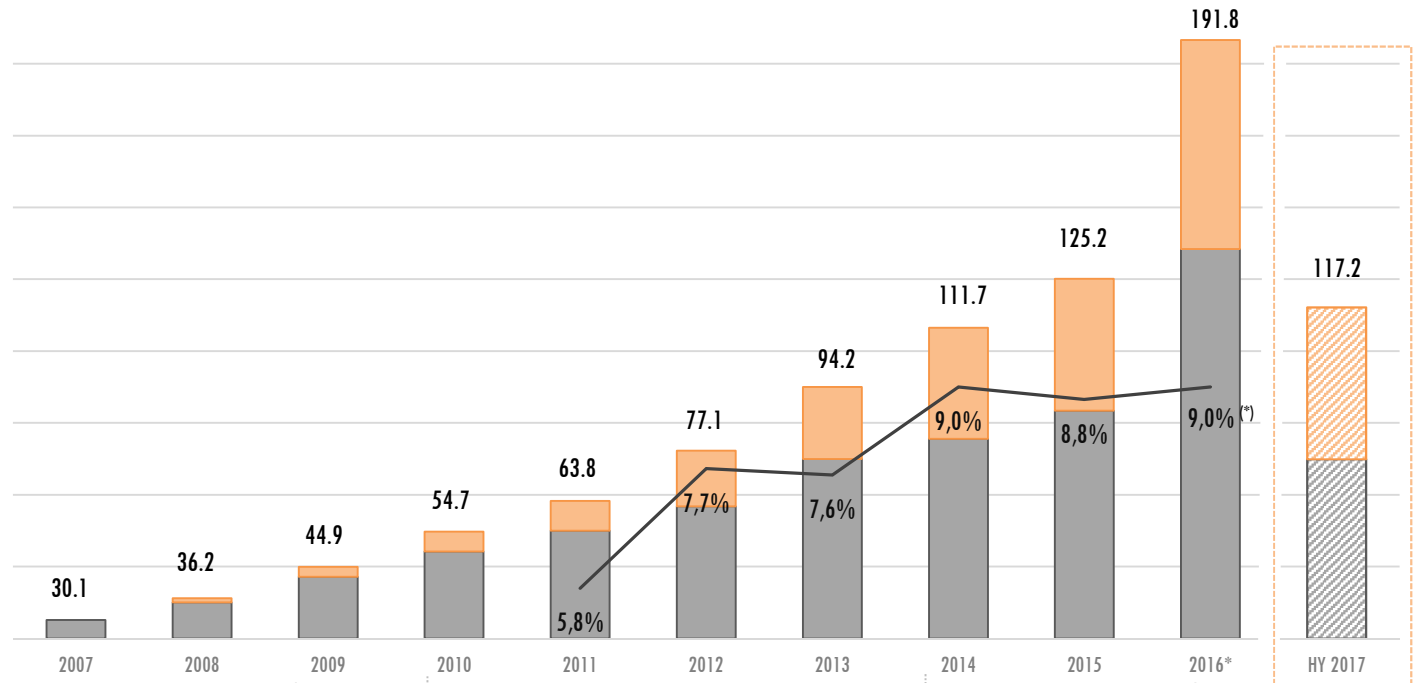
average annual growth
2007-2016

€ million

■ France revenues
■ International revenues
— EBITDA/revenues

2003
Founded

2005
Paris Marché Libre



Listing on Alternext

First acquisition

2 major contracts:
Linky & Fibre optic

Acquisitions in Benelux
and Germany

Listing on both Paris and Frankfurt
exchanges

GROWTH STRATEGY BASED ON 4 KEY DRIVERS

#1

Sector diversification

From IT to energy and connected objects: supporting the digitalisation of all sectors of the economy

Geographical diversification

A selective development strategy: proximity (Europe), market structure, growth potential and capacity to duplicate the business model

#2

#3

One organisation

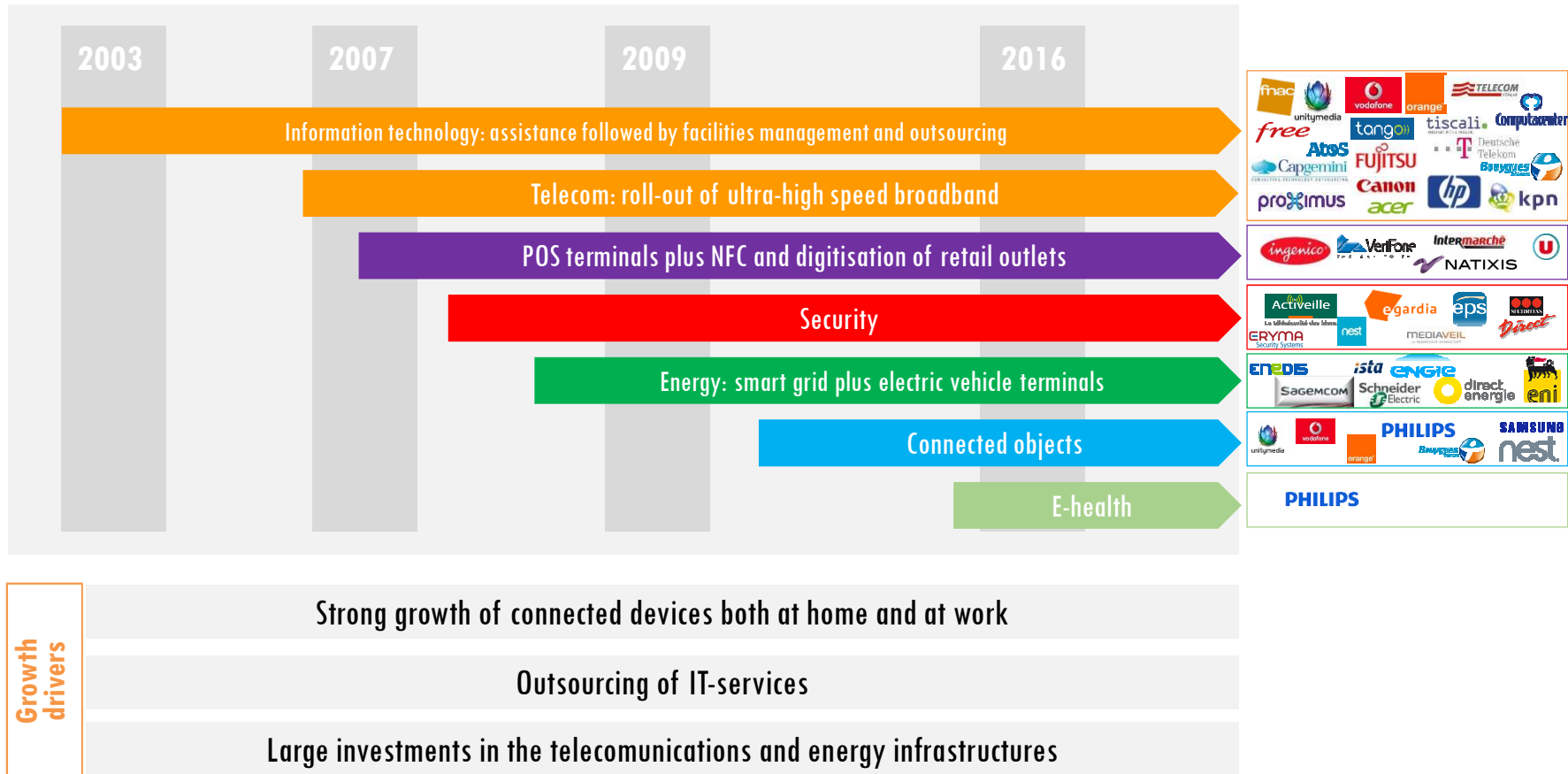
Identical operating structure for all industries and all countries to deliver synergies and economies of scale

Market consolidation

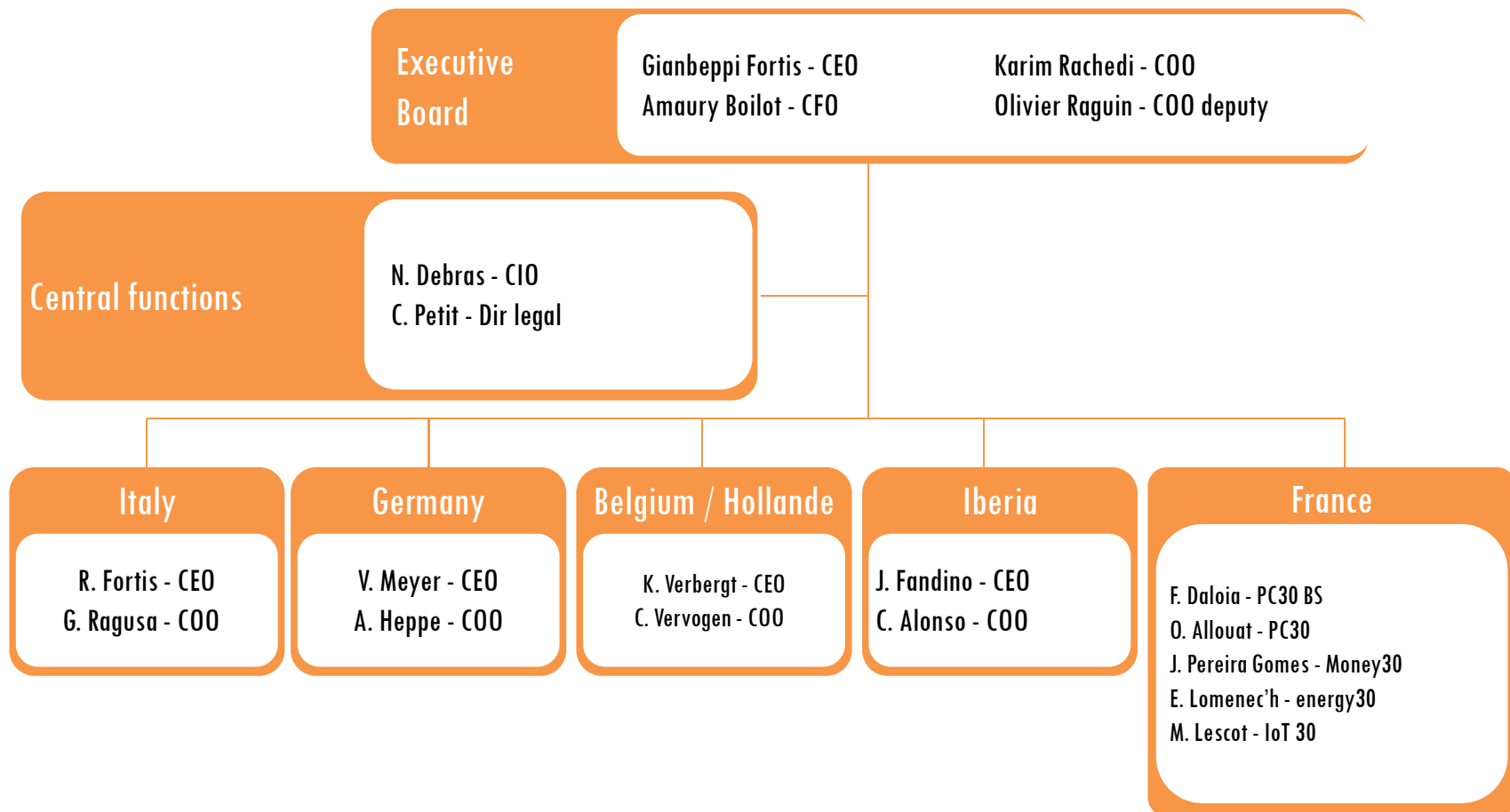
Several external growth opportunities in a very fragmented market where Solutions 30 is the natural leader

#4

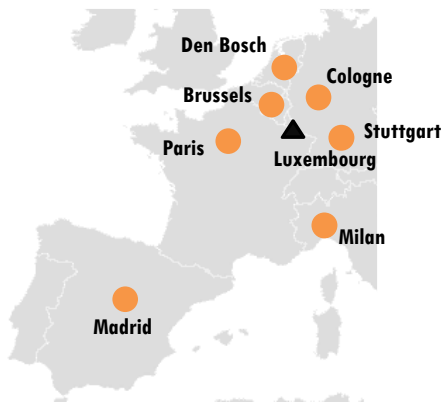
ORGANIC GROWTH FUELLED BY THE DIGITISATION OF THE ECONOMY



SOLUTIONS 30, A STORY OF DEDICATED MEN AND WOMEN WITH COMPLEMENTARY SKILL SETS



SELECTIVE ACQUISITION STRATEGY: SOLUTIONS 30 IS THE LARGEST OPERATOR IN EUROPE



▲ Headquarters

● Subsidiary

Model

- 1 Market research
- 2 Contract with well known client
- 3 Location and development of business in a region...
- 4 Identification of targets, acquisition
- 5 Expansion of the business in the country and development of other business areas

Cross-border contract

- ▶ ● HP (France/Italy/Benelux/Spain), Securitas (France/Benelux), Vodafone (Italy, Germany), Fujitsu (France, Benelux)

Acquisition of a local business

- ▶ ● Germany: B&F, Connecting Cable, ABM
- ▶ ● Italy: Mixnet
- ▶ ● Benelux: Smartfix, JFS

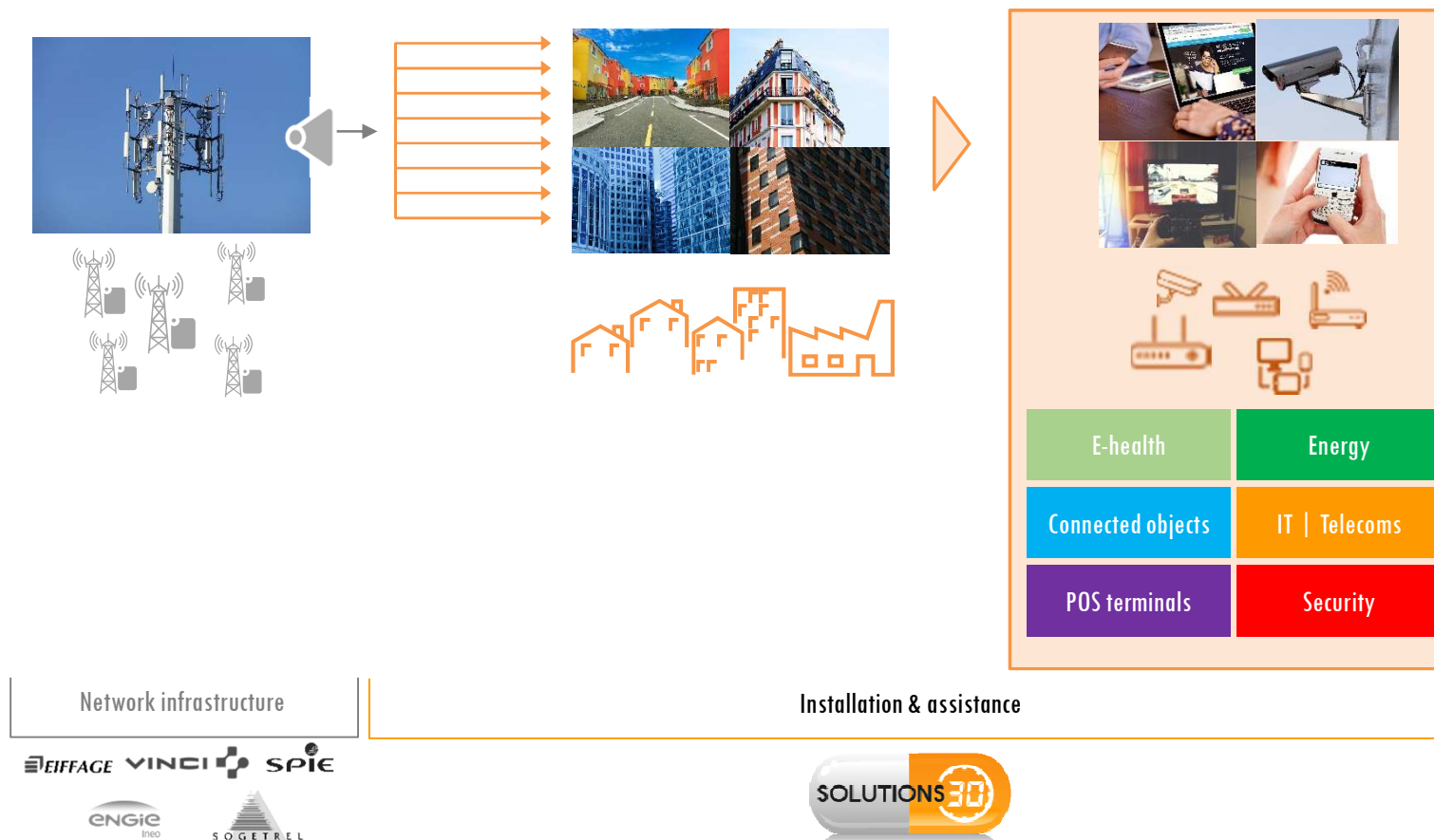
Contracts with local clients

- ▶ ● Spain: Rexion, Autronic
- ▶ ● Benelux: Worldline, Belgacom
- ▶ ● Italy: Vodafone, Telecom Italia, Enel

Key account spin-off

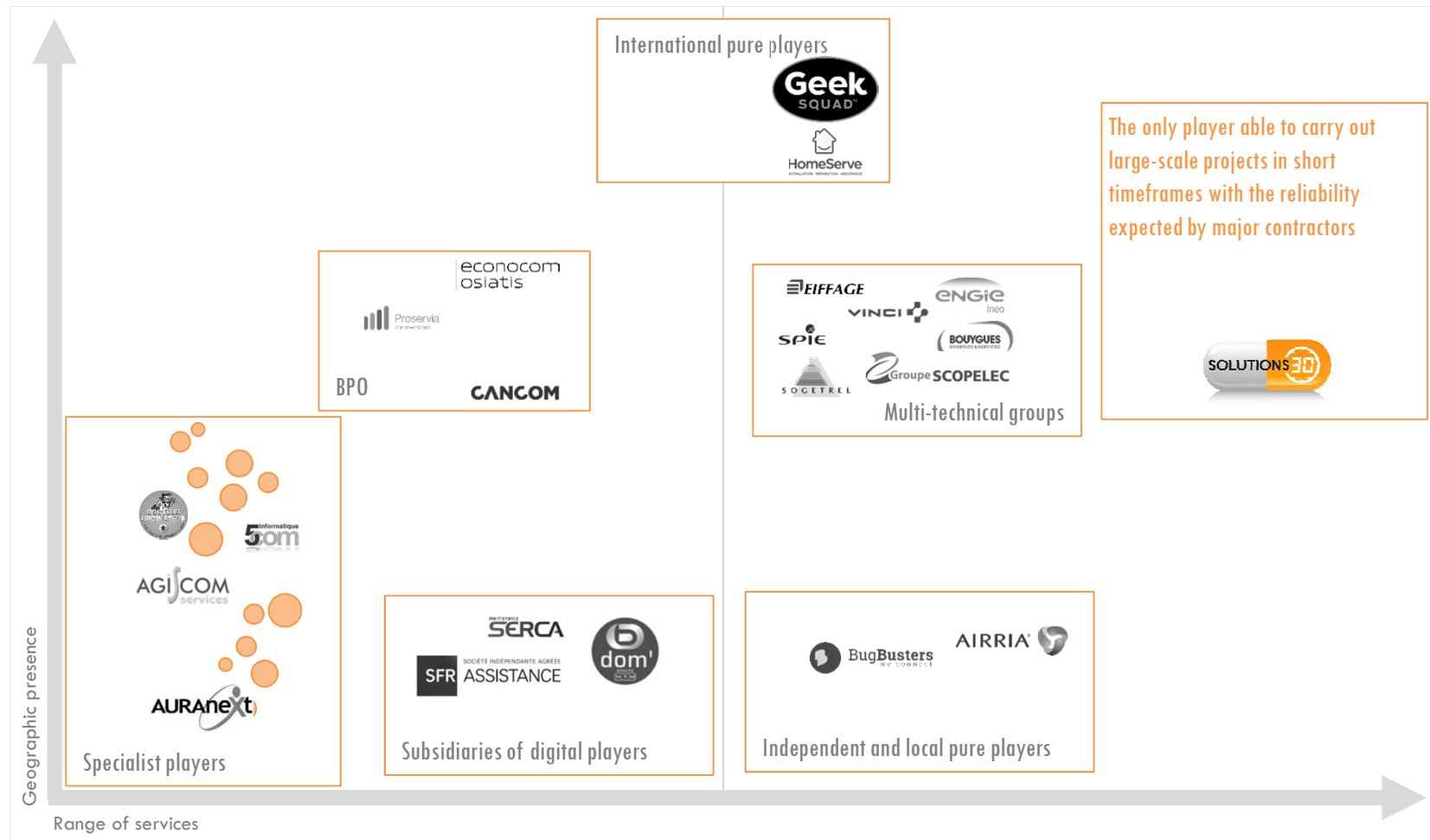
- ▶ ● Fujitsu, Cap Gemini (Desktop Support), Fnac (Form@home)

SOLUTIONS 30, PARTNER FOR THE LAST DIGITAL MILE



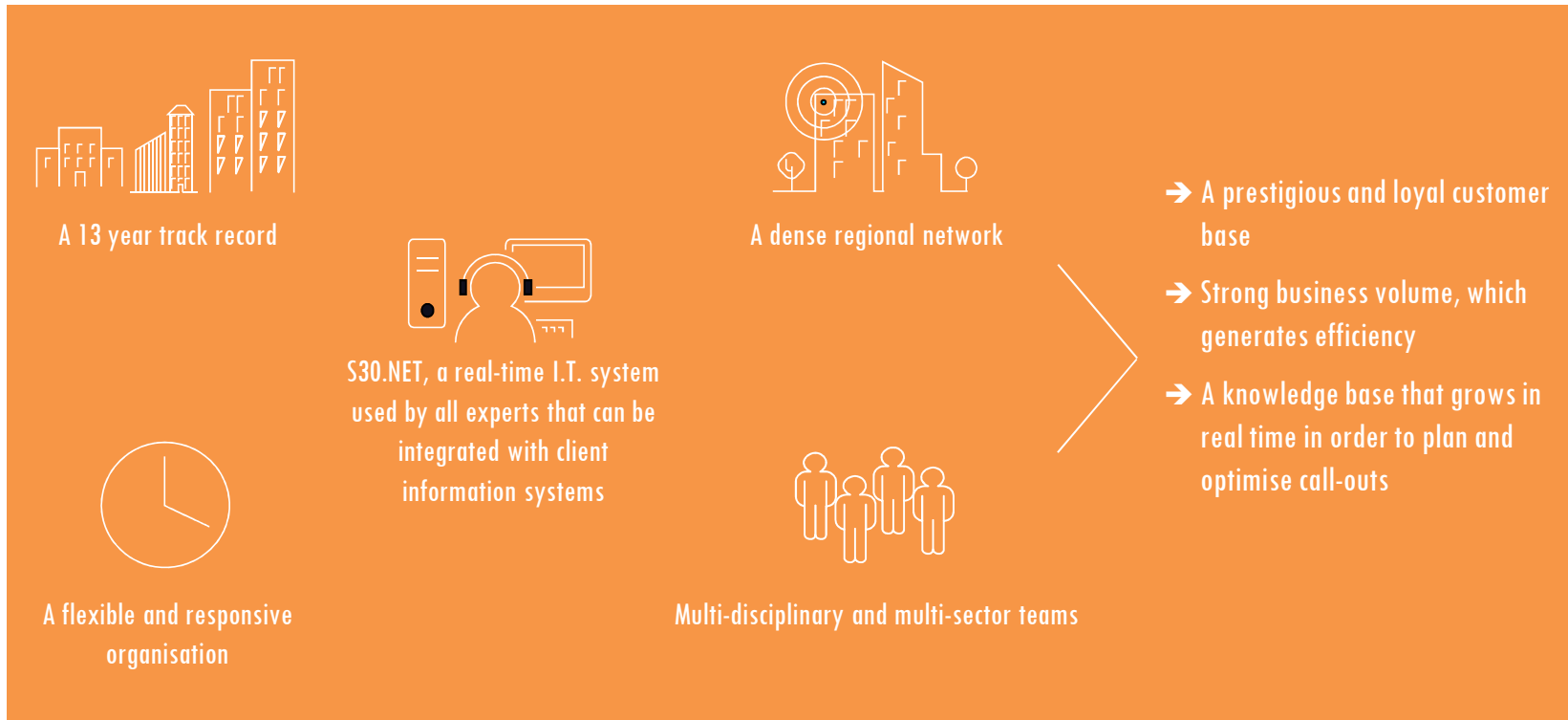
A DIFFERENTIATED MARKET POSITION

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



HIGH BARRIERS TO ENTRY

A proven and profitable business model, designed for the new last mile technological challenges



SOLUTIONS 30, A POWERFUL AND SOLID MODEL

Synergies in our markets

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

Our business model

**successfully delivers
profitable growth and
generates cash flow across
the European market**

We aim to be

**the leader in a market of
500 million people from our
large domestic base in
France**



HIGHLIGHTS HY 2017

Organic growth in France and
acceleration abroad

HY 2017 — KEY FIGURES

	HY 2017		HY 2016	FY 2016
Turnover	€117.2 M	+35.8%	€86.3 M	€191.8 M
Adjusted EBITDA*	€10.6 M	+38.0%	€7.7 M	€17.3 M
Gearing	67%	-	36%	56%

* Correction of items considered by the company as exceptional or non-recurring to provide a better view of operating performance

EBITDA : Recurring operating income before net write-backs of amortisation, depreciation and provisions

ROBUST ORGANIC GROWTH IN FRANCE — IT & TELECOM

2015

Contract of €90 million over 5 years for the deployment in France of broadband internet infrastructure

Start of deployment in June 2015, with personnel specially trained in the SOL30SCHOOL

2016

Revenues growth of 60% vs 2015

Q4 2016: 260,000 new FTTH subscriptions, tot. 2.18 million FTTH lines installed out of 27.7 million households connected to broadband and ultra-high speed broadband (*Arcep data*)

HY 2017

Revenues growth 17% HY 2017 vs HY 2016

Q1 2017: 266,000 new FTTH subscriptions, tot. 2.45 million FTTH lines installed out of 27.7 million households connected to broadband and ultra-high speed broadband (*Arcep data*)

Big pressure from the government on all the operators, acceleration expected in Q4 2017

ROBUST ORGANIC GROWTH IN FRANCE — ENERGY & SMART GRID

2015	Enedis	<p>budget of €1.2 billion for the deployment of 35 million Linky meters</p> <p>1st order: 10 million Linky meters, 30% for Solutions 30</p> <p>1st phase of deployment: 10 million Linky meters, starting on 1 December 2015</p>
2016	Enedis	<p>Turnover x8</p> <p>3.8 million meters deployed, i.e. 18 to 19,000 meters installed per day to increase to 35,000 per day by the end of 2017 (Enedis data)</p>
HY 2017	Enedis	<p>Revenues growth 62% HY 2017 vs HY 2016</p> <p>Overall market share of about 20% for Solutions 30 with the deployment of only 1.5M meters still to be awarded. Deployment of new tranches in June and November</p>
	Engie	<p>Budget of €300m for the deployment of 11 million Gazpar meters</p> <p>1st order of 5.3 million Gazpar meters, 6% for Solutions 30. Starting late 2017.</p> <p>On going tender offer for 3.5 m Gazpar meters. Answer expected in sep 2017.</p> <p>Last tender offer expected in Q2 2017.</p>

M&A - 2 DEALS IN FRANCE IN HY 2017

FUJITSU FIELD SERVICES

On 1-7-2017 Fujitsu France has outsourced all of its field service activities to SOLUTIONS 30, that has become its exclusive partner in France and has been awarded a €50 M contract over 5 years.
On-going discussions to make similar deals in other european countries.

CPCP

In June 2017 SOLUTIONS 30 has acquired a minority stake of CPCP, French specialist of FTTH deployment with a long lasting relationship with Orange (€41 M revenues in 2016).
With this deal SOLUTIONS 30 strengthen its position in the fast growing FTTH market in France.

MAJOR OPPORTUNITIES IN INTERNATIONAL MARKETS, SUPPORTED BY A DYNAMIC M&A STRATEGY

I.T | Telecoms

Benelux

Fiber pilot in progress with Proximus - Budget of €3 billion for FTTH deployment

Italy

FTTH deployment project launched - Budget of around €20 billion

Certified by both Telecom Italia and Enel. Began activities in July 2017.

Germany

Start-up of operations for Deutsche Telekom

Acquired subsidiary of Vodafone

On-going opportunities for organic and external growth in a highly fragmented market

Energy | Smart Grid

Germany

Issued law for business clients, beginning of first pilots

Italy

18 million gas meters to be replaced, 2 million already replaced. 1st order of 1.8 million gas meters, 16% for Solutions 30. Deployment over 3 years starting in May 2017. New tender offers on-going. 32 million electricity meters to be replaced, won 40% of first tender offer (400K meters) deployment begins in October 2017. Enel intends to award tranches of 5M meters per year, next tender offer in Q4 2017.

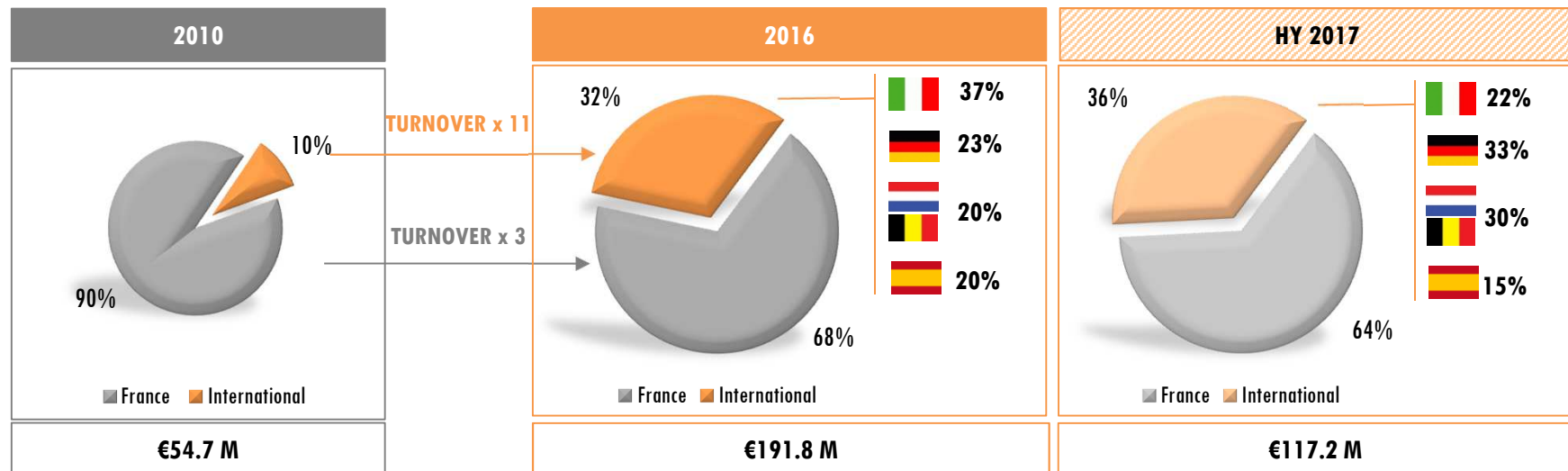
Benelux

Smart meters pilot in progress

INTERNATIONAL BUSINESS IS REACHING CRITICAL SIZE

+50%

Average annual international growth 2010 to 2016



A targeted international acquisition policy in 2016

- Strengthening of positions in the Benelux, Spain and Germany

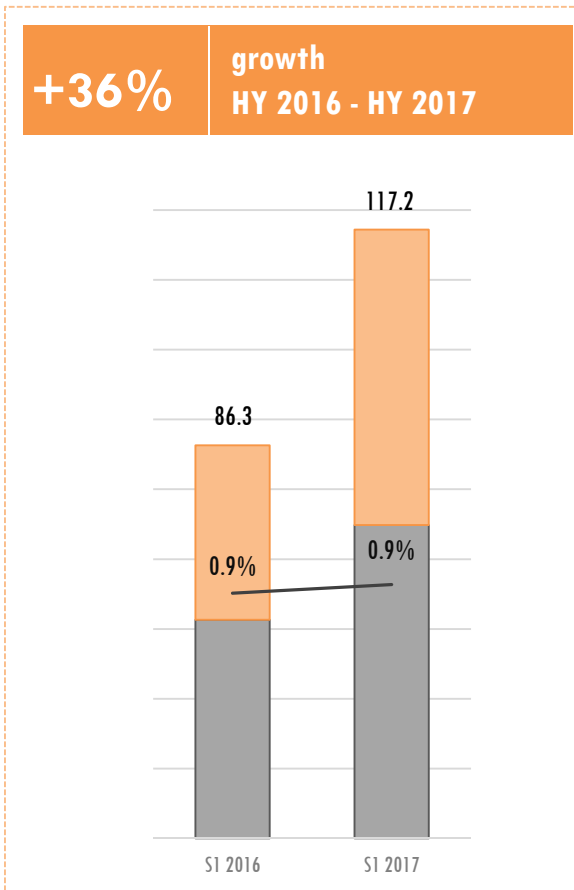
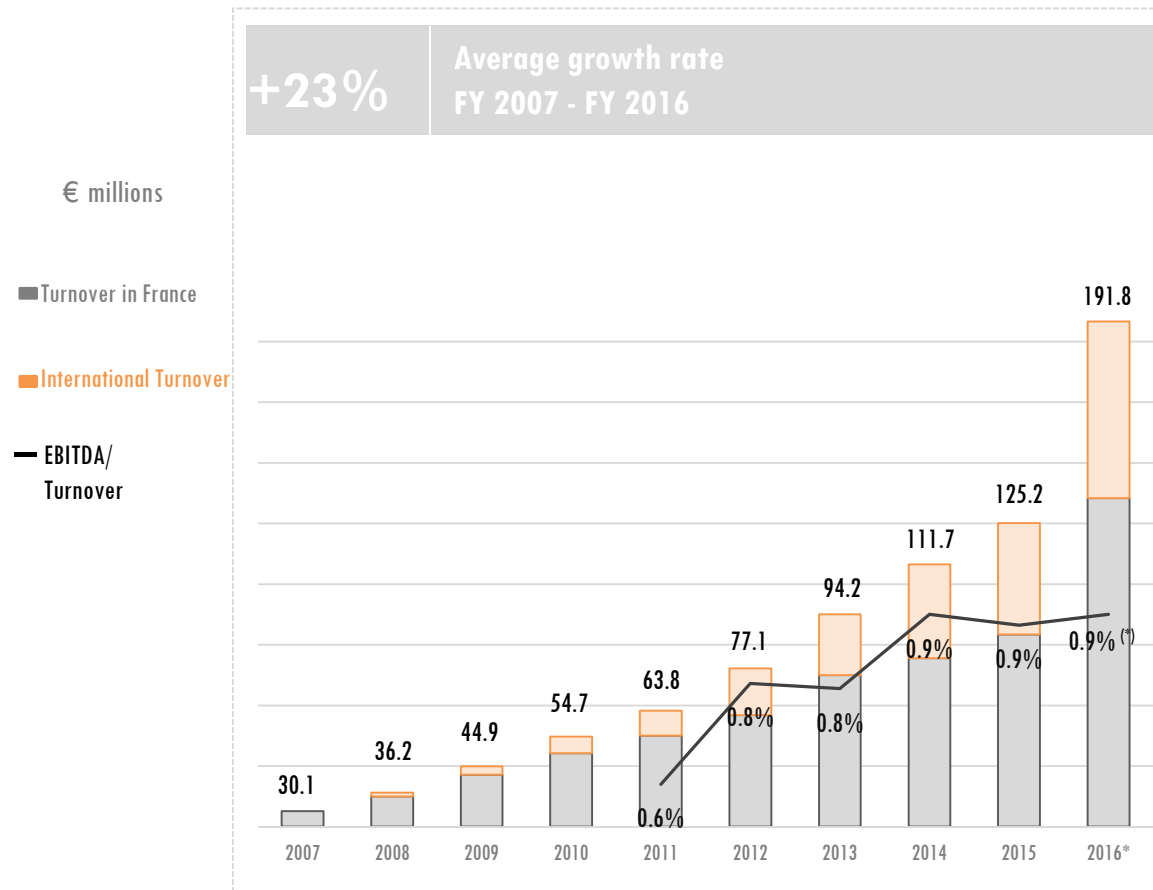


SOLUTIONS 30

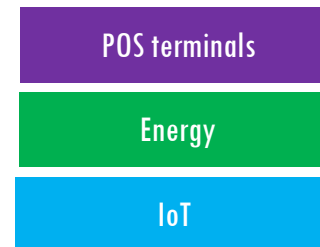
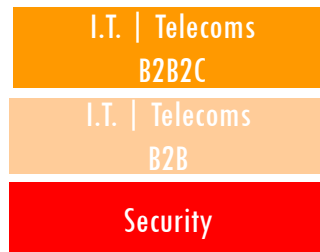
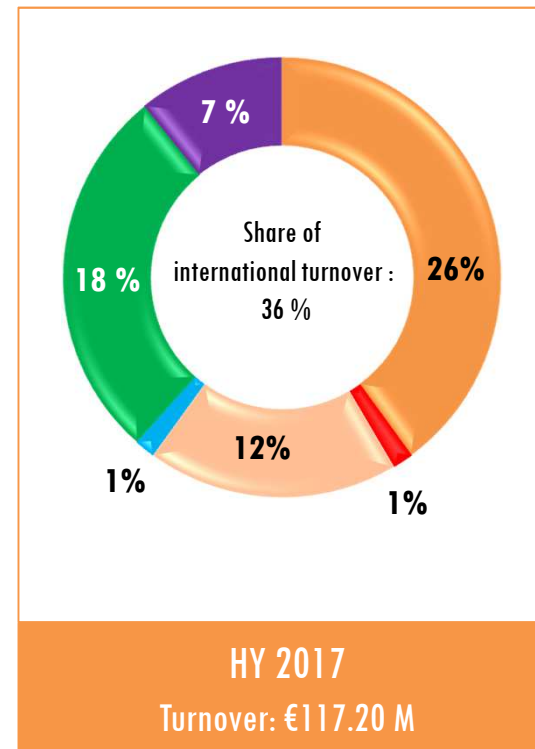
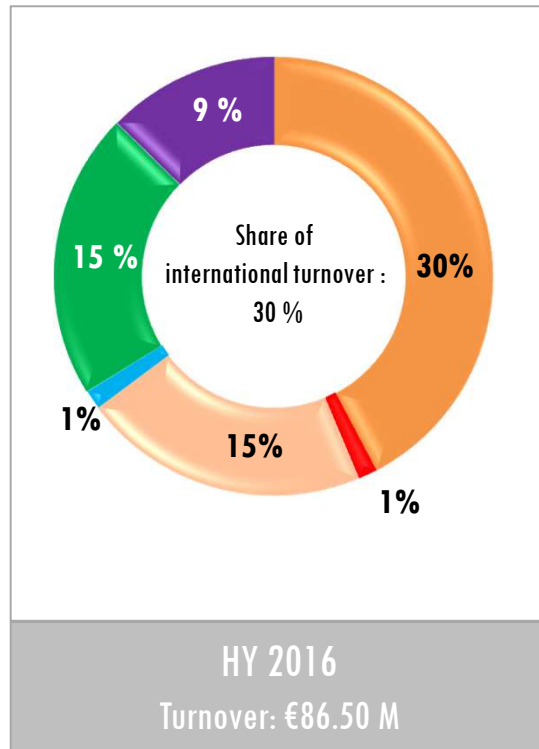
2017 HY RESULTS

Accelerated, double-digit
profitable growth

CONTINUOUS PROFITABLE GROWTH



BREAKDOWN OF TURNOVER BY SECTOR



STRONG GROWTH IN TURNOVER AND PROFITABILITY

In €m	HY2017	HY2016	Change
Turnover	117.2	86.3	+ 36%
Operating expense	93.7	68.0	+ 38%
<i>As % of turnover</i>	<i>79.9%</i>	<i>78.8%</i>	
Central org expenses	13.3	10.7	+ 25%
<i>As % of turnover</i>	<i>11.3%</i>	<i>12.4%</i>	
Adjusted EBITDA (1)	10.6	7.7	+ 38%
<i>As % of turnover</i>	<i>9.0%</i>	<i>8.9%</i>	
Operational amortisation (2)	1.5	0.9	+ 67%
<i>As % of turnover</i>	<i>1.2%</i>	<i>1.0%</i>	
Adjusted EBIT (1)	9.1	6.8	+ 35%
<i>As % of turnover</i>	<i>7.8%</i>	<i>7.9%</i>	

(1) Correction of items considered by the company as exceptional or non-recurring to provide a better view of operating performance

EBITDA Recurring operating income before net write-backs of amortisation, depreciation and provisions

EBIT Operating profit from recurring operations before amortisation of intangible assets, including goodwill

(2) Recognition of operating amortisation for €1.5 million, linked to the business software, S30 Net, and equipment used by the Group's technicians.

SIGNIFICANT INCREASE OF NET INCOME (GROUP SHARE)

In €m	HY2017	HY2016	Change
Adjusted EBIT	9.1	6.8	35%
Amortisation of intangible assets	-1.1	-0.6	76%
Financial income (3)	-0.8	-0.4	
<i>Of which non-recurring expense - structured financing</i>	<i>-0.2</i>	<i>0.0</i>	
Non-recurring items (4)	-1.0	-1.1	
Corporate tax (5)	-0.1	-0.4	
Net income from integrated companies	6.2	4.3	44%
<i>As % of turnover</i>	<i>5.3%</i>	<i>4.9%</i>	
Amortisation of goodwill	-0.8	-0.8	4%
Consolidated net income	5.4	3.5	53%
<i>As % of turnover</i>	<i>4.6%</i>	<i>4.1%</i>	
Net income (group share)	4.9	3.5	39%
<i>As % of turnover</i>	<i>4.2%</i>	<i>4.1%</i>	

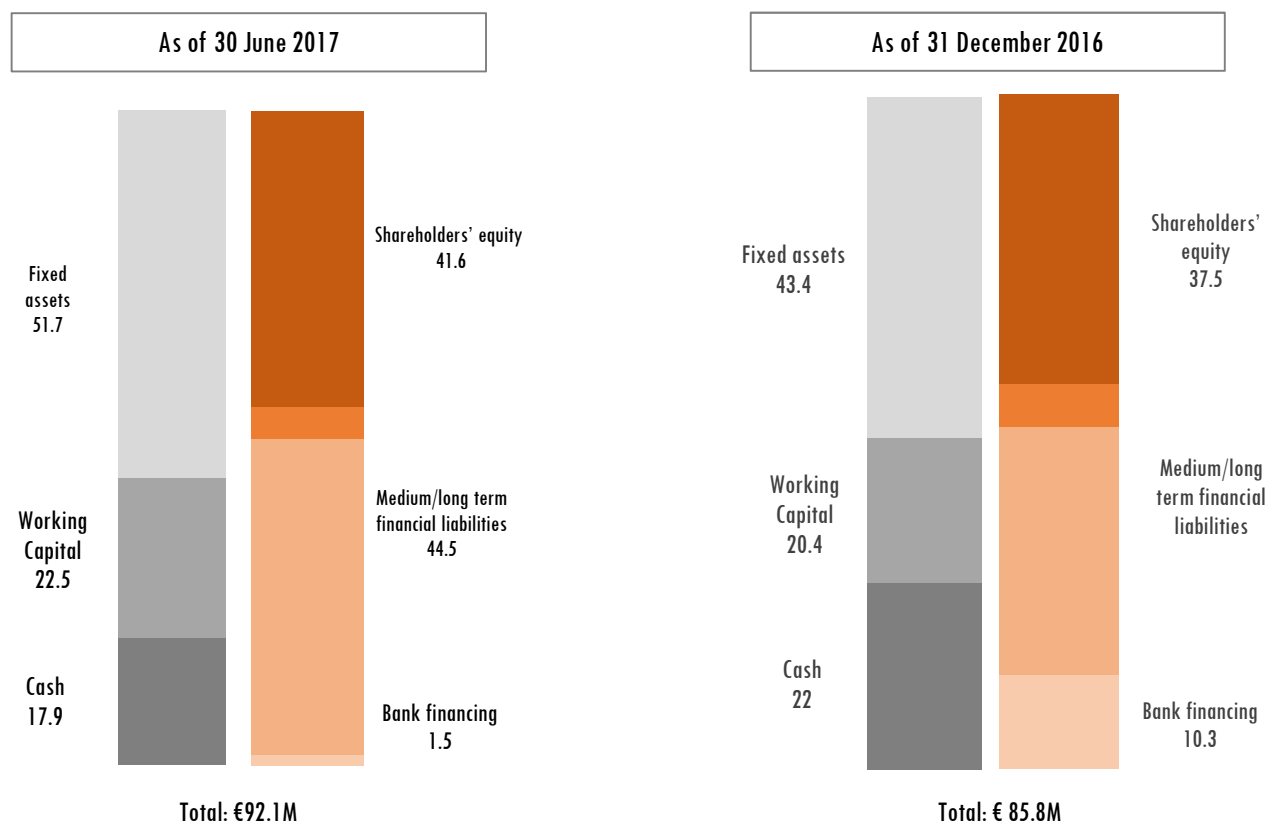
(3) Implementation of structured financing securing the Group's external growth policy

(4) Mainly includes restructuring and acquisition costs

(5) Includes deferred CVAE income from prior years

A SOLID AND MORE LEVERAGED FINANCIAL STRUCTURE

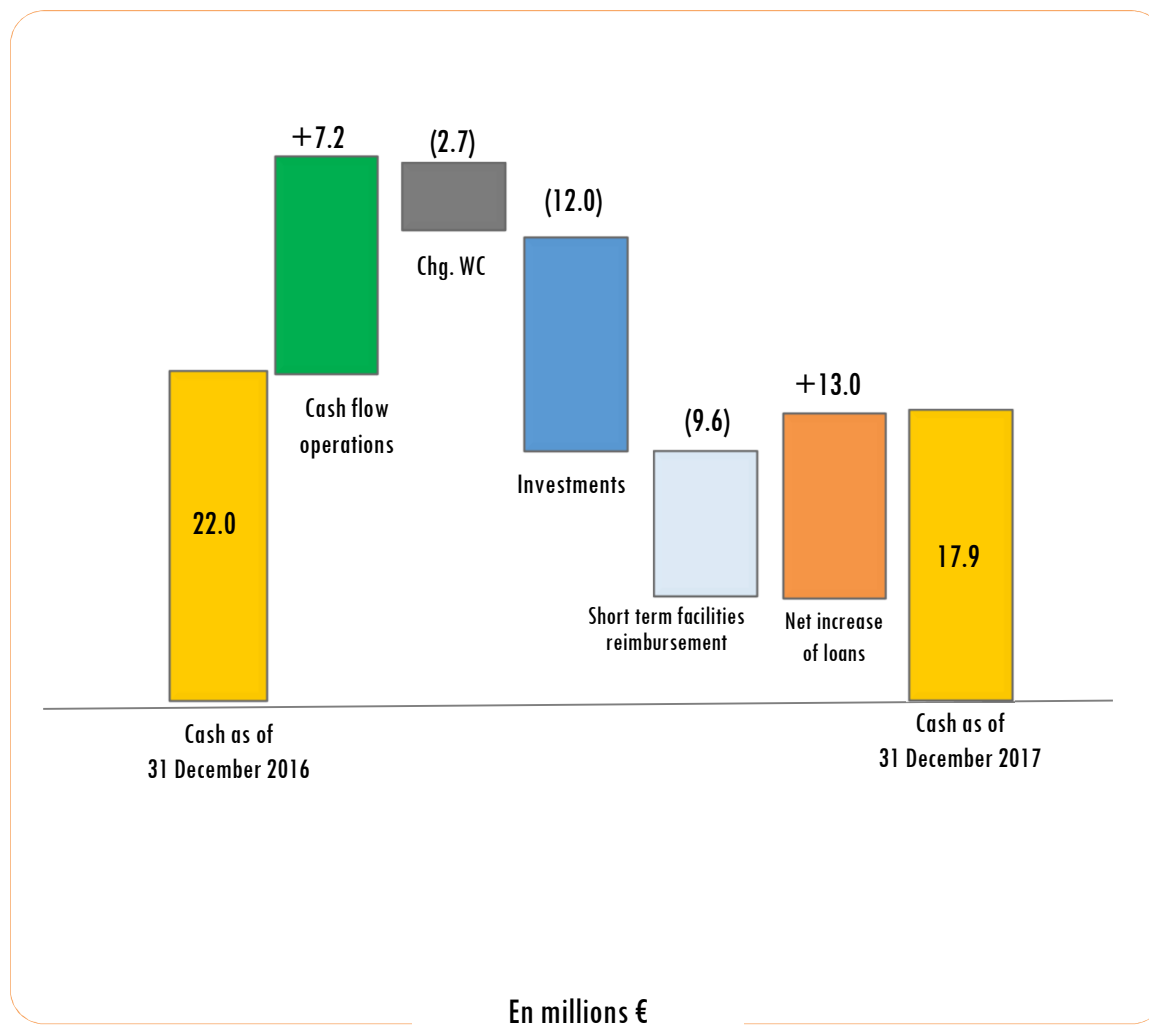
€ millions



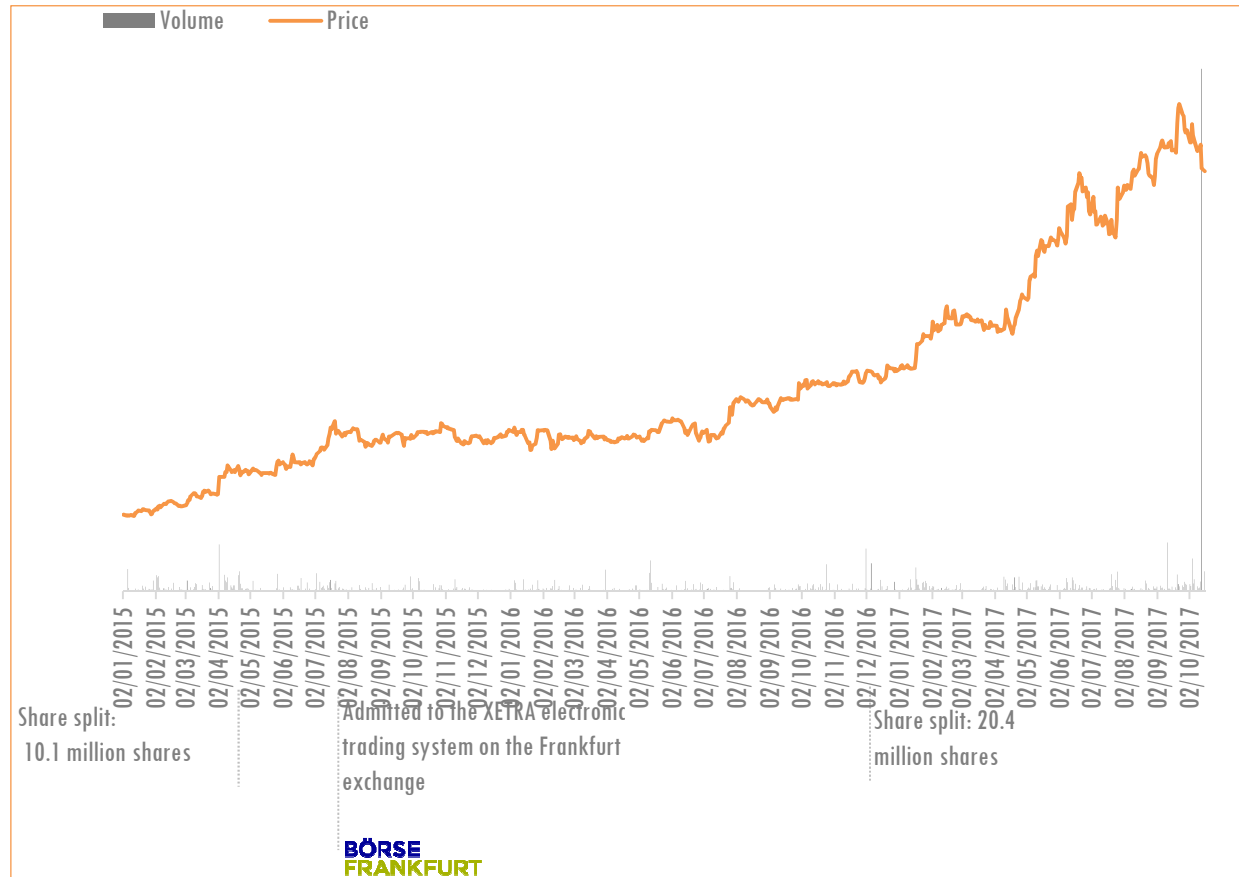
Net financial debt €28.1 M, 67% of consolidated shareholders' equity as of 30/06/2017

Interest Coverage Ratio (EBIT/ net Financial Costs) x11.8

CASH GENERATION



LIQUID SHARE WITH PRICE RISING STEADILY



Price at 16/10/2017	€26.01
Total shares	23,821,764
Capitalisation	€620 million
Floating	70% (€436 million)
Average trading volumes	€790,000 per day Average since 01/01 excluding a block of €100 million
Markets	Alternext (Paris): ALS30 Deutsche Börse (Frankfurt): XETRA, EO2
ISIN Code	FR0013188844
Eligibility	PEA (share savings plan) and PEA-PME plan
Liquidity contract	Louis Capital Market
Listing sponsor	Genesta Finance

IN BRIEF

New growth phase started in 2015

June: acquisition of VKDFS and contract worth €70 million over three years

July: acquisition of Fujitsu Field Services in France

November 2016: acquisition of ABM

Communication

Communication

Ramp-up of Fibre & Linky contracts

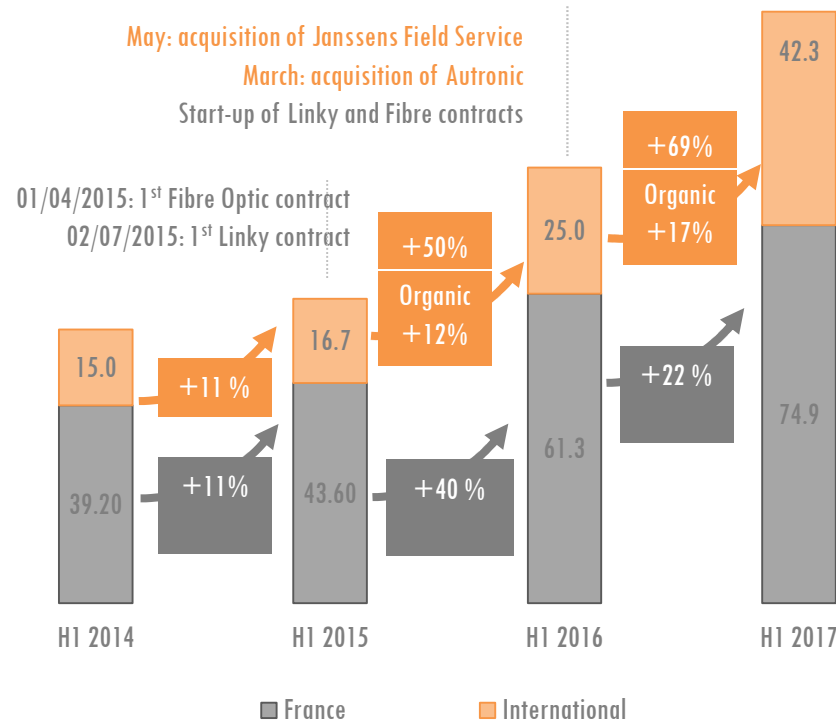
May: acquisition of Janssens Field Service

March: acquisition of Autronic

Start-up of Linky and Fibre contracts

01/04/2015: 1st Fibre Optic contract

02/07/2015: 1st Linky contract



Sound outlook for the second half and beyond

- Marked acceleration in fibre and smart meter installations in France
Solutions 30 installs 1 in 2/3 fibre customers and 1 in 5 Linky customers

- Consolidated base in Germany, providing the opportunity for winning increasingly large contracts

Solutions 30 now partners the big 3 local telecoms operators

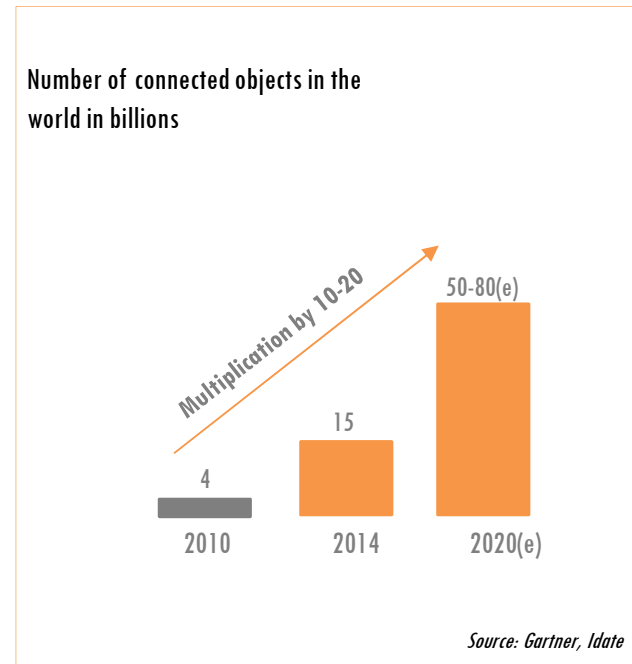
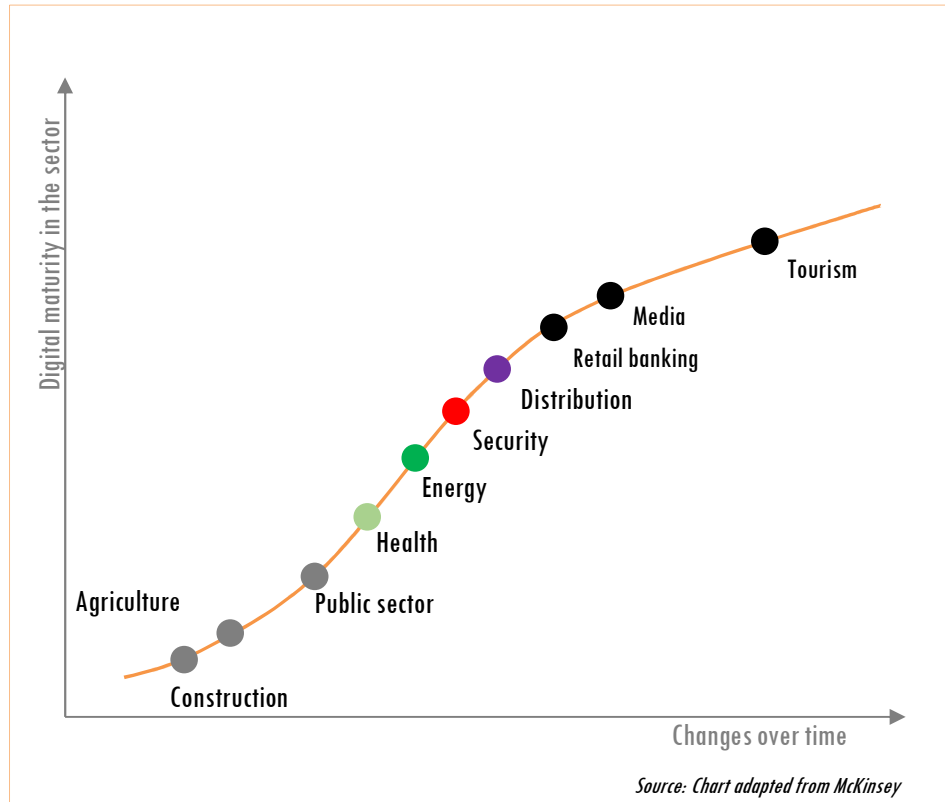
- Solidly established as a provider in almost all markets and potential markets in Benelux, France, Germany, Italy and Spain
Our unrivalled positioning in Europe guarantees even greater potential in key markets



OUTLOOK

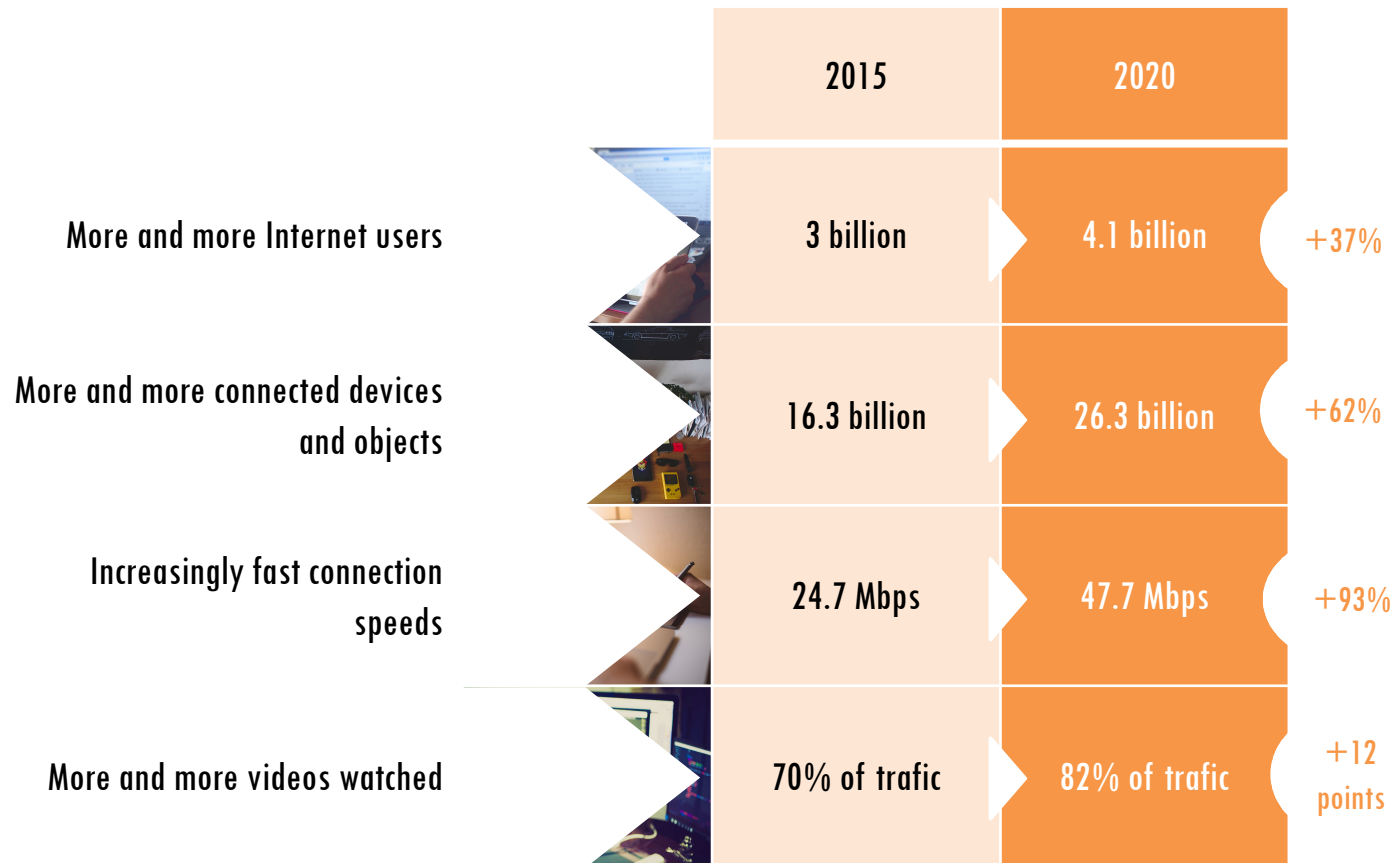
Solid growth drivers

THE DIGITAL REVOLUTION AFFECTS ALL SECTORS OF THE ECONOMY



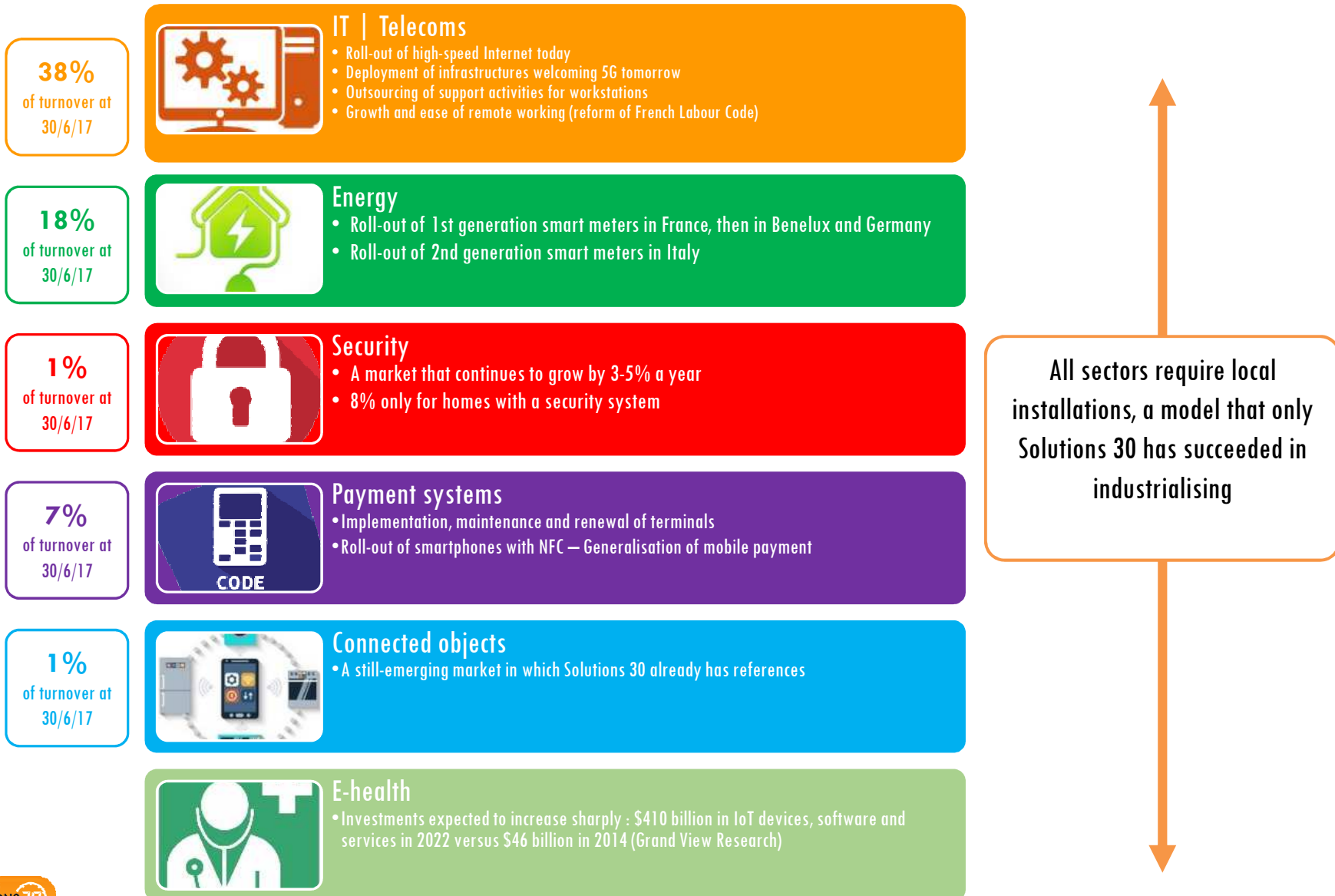
- Digital transformation is happening to various degrees in different sectors and some are still at the early stages of their transformation.
- Digital is being used by more and more people and is playing an increasingly important role in our lives.
- GfK has forecasted 30 connected objects per French household by 2020.

THE INFRASTRUCTURE MUST ADAPT TO NEW USES



Source: Cisco VNI Global IP traffic forecast 2015-2020

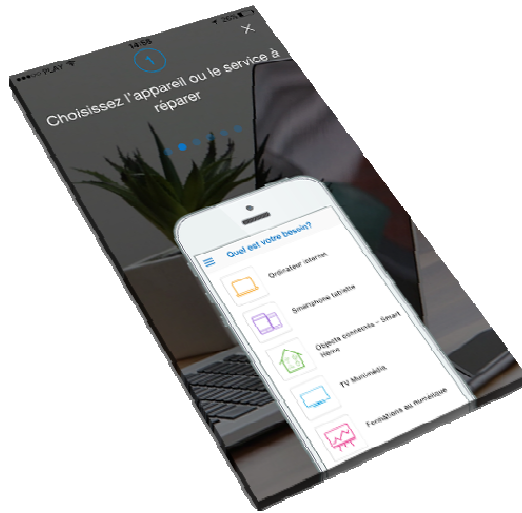
FORSOLUTIONS 30, SEVERAL GROWTH DRIVERS IN THE SHORT, MEDIUM AND LONG-TERM



SMARTFIX 30 - 3000 SMARTPHONE EXPERTS



A home or phone support service to solve problems associated with the use of new technologies

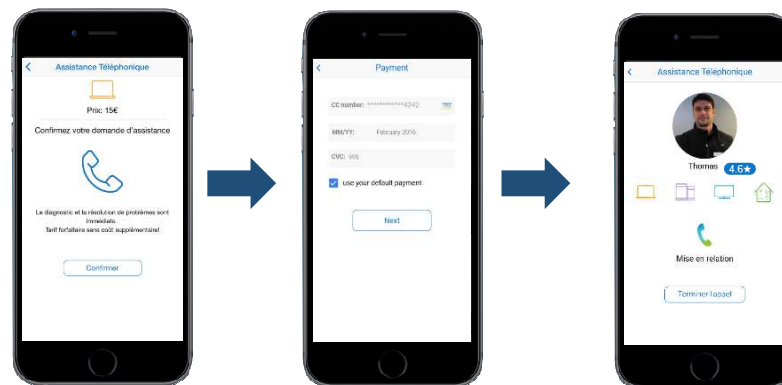


Smartfix 30, a startup funded by Solutions 30

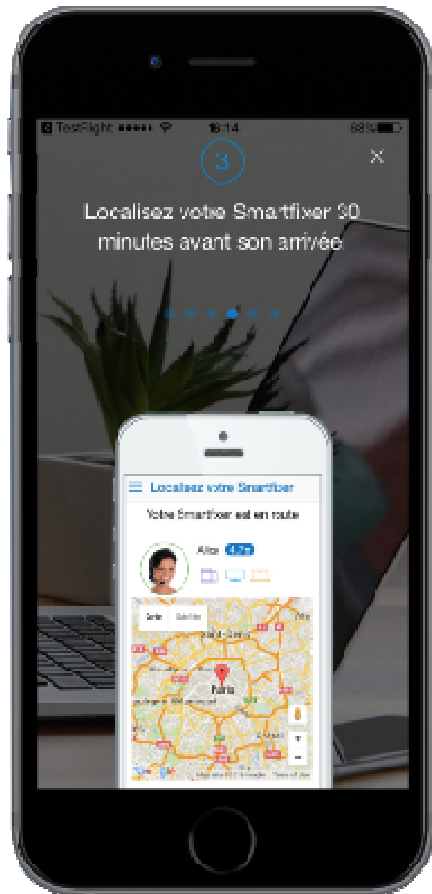
A distinct graphic design

Smartfix 30, a disruptive service which:

- ▶ is supported by a proven organisation
- ▶ integrates the ease of use of mobile technologies
- ▶ meets users' need for responsiveness



SMARTFIX 30 - 3000 SMARTPHONE EXPERTS



3 seconds

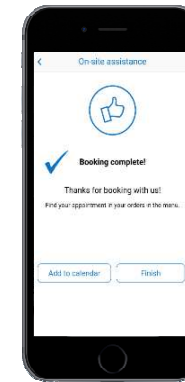
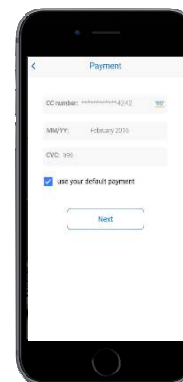
Make appointments instantly using the application

30 seconds

Connection with an expert by phone

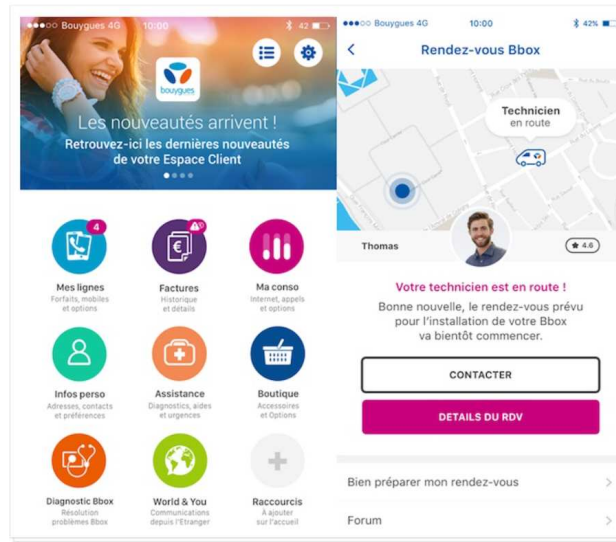
30 minutes

Call out by an expert using geolocation technology



SMARTFIX 30 — SUCCESSFUL LAUNCH WITH FIRST LARGE ACCOUNTS

Bouygues Telecom annonce aujourd'hui un nouveau service qui concerne les nouveaux clients ayant pris la fibre. Dans un communiqué, l'opérateur dévoile la possibilité de géolocaliser et de noter son technicien.



Quatre possibilités sont mises en avant :

- modifier la date du rendez-vous jusqu'à 48h à l'avance
- identifier le technicien avec sa photo et sa note
- géolocaliser le technicien lors de son arrivée vers le domicile du client
- noter la prestation du technicien une fois celui-ci parti grâce à un système de notation par étoiles.

Launch of first deployment with Bouygues in France for FTTH clients in June 17 (about 1,000 new users/day)

Launch of pilot with Orange in September 17

Launch of pilot with Tango (Luxembourg) in January 18



Be the European reference platform in our space

SHORT AND MEDIUM TERM OUTLOOK

2017 outlook

- Double-digit profitable growth

Medium term

- Turnover of €500 M with five major markets of comparable size (Benelux, France, Germany, Italy, Spain)



European leader in support for the use of new digital technologies and the deployment of connected objects

OUR EQUITY STORY

1. **European leader** with a **powerful domestic base** facilitating **business model duplication** in other countries
2. **High-growth markets:**
 - Growth and renewal of I.T. and telecoms sectors
 - A boom in connected objects (energy, home automation, security, e-health...)
3. Unique business mode based on scaling up standardised services **to generate profit and facilitate consolidation of new businesses at a reduced cost**
4. Three **major growth drivers** of the business
 - Deployment of digital technologies into all sectors of the economy
 - International expansion
 - Consolidation of our market through external growth
5. Increasingly large and liquid stock market



GROUP PRESENTATION

Gianbeppi Fortis,
Chief Executive Officer

CALENDAR AND CONTACT

November 8, 2017 Q3 2017 turnover
23 January 2018 2017 turnover

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