



1ST HALF 2018 RESULTS

September 2018



SOLUTIONS 30, A HISTORY OF GROWTH |

OVERVIEW OF THE GROUP

Mission	To make the technological changes that transform our daily lives accessible to all		
Key figures	2003 Setting up of PC30, specialising in home IT support	25% annual average increase in turnover since 2007	35% international business: Germany, Benelux, Spain and Italy
		> 7,000 contributors: 4,700 employees and 3,000 referenced subcontractors	> 30,000 interventions per day, over 10 million since the company was set up



4 FUNDAMENTAL GROWTH LEVERS

#1

Sector diversification

From IT to energy: supporting the digitisation of the economy in all sectors

#2

Geographical diversification

A strategy of selective geographical expansion: proximity (Europe), market structure, growth potential and duplication of model

#3

A single organisation

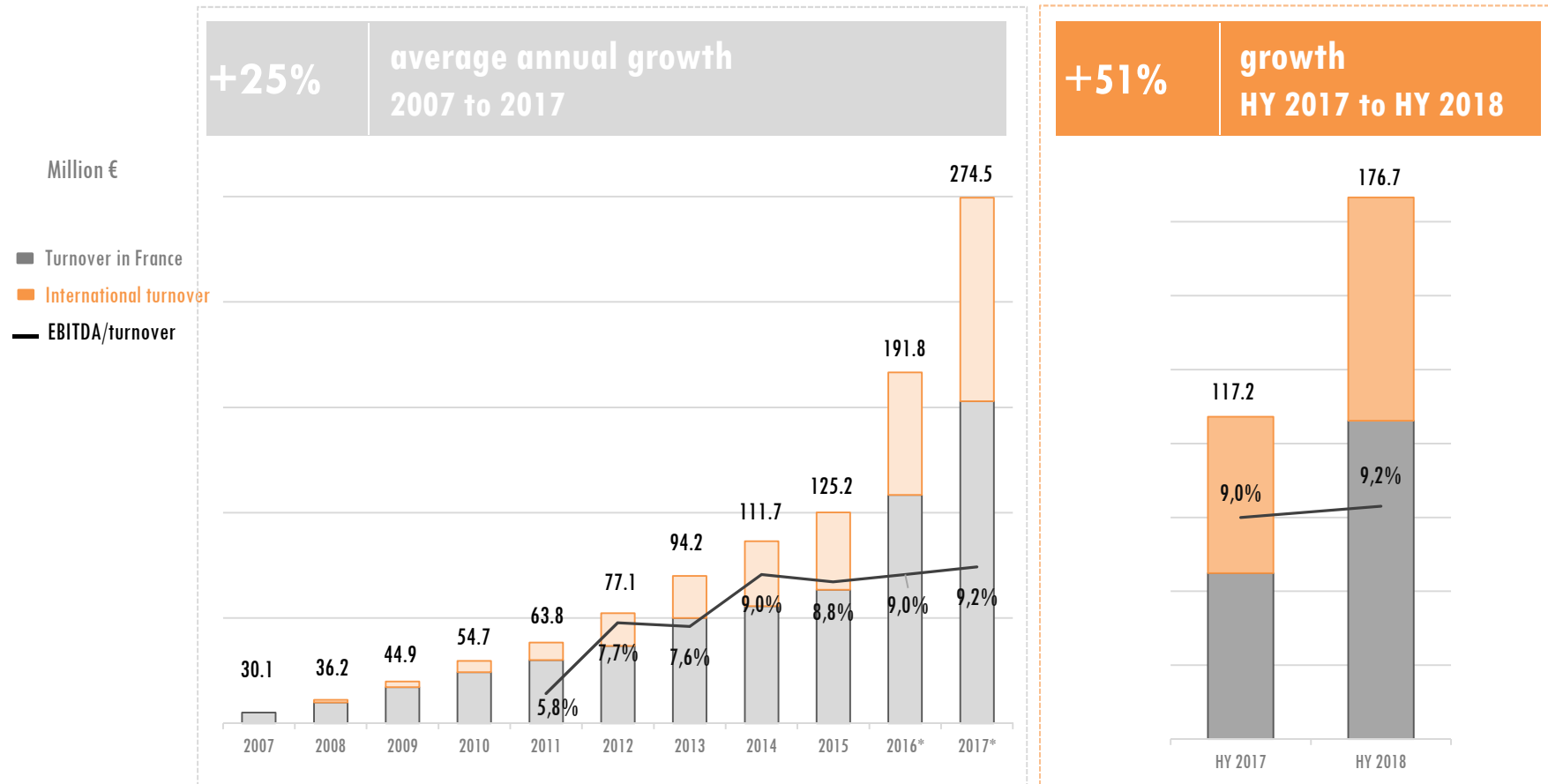
An identical operational structure for the various business sectors and countries, enabling synergies and economies of scale

#4

Market consolidation

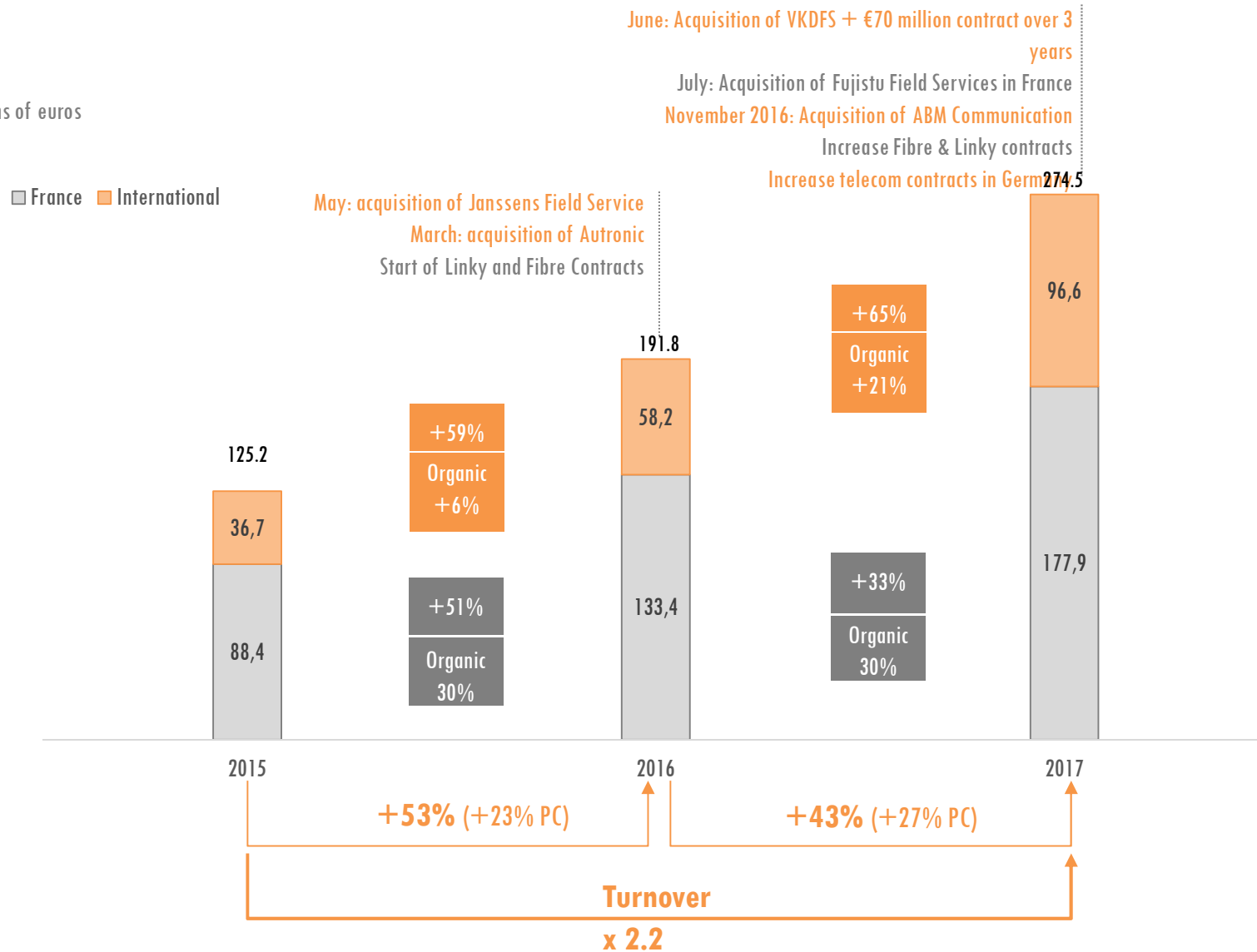
Numerous opportunities for external growth in a highly fragmented market where Solutions 30 is the natural unifier

15 YEARS OF PROFITABLE GROWTH

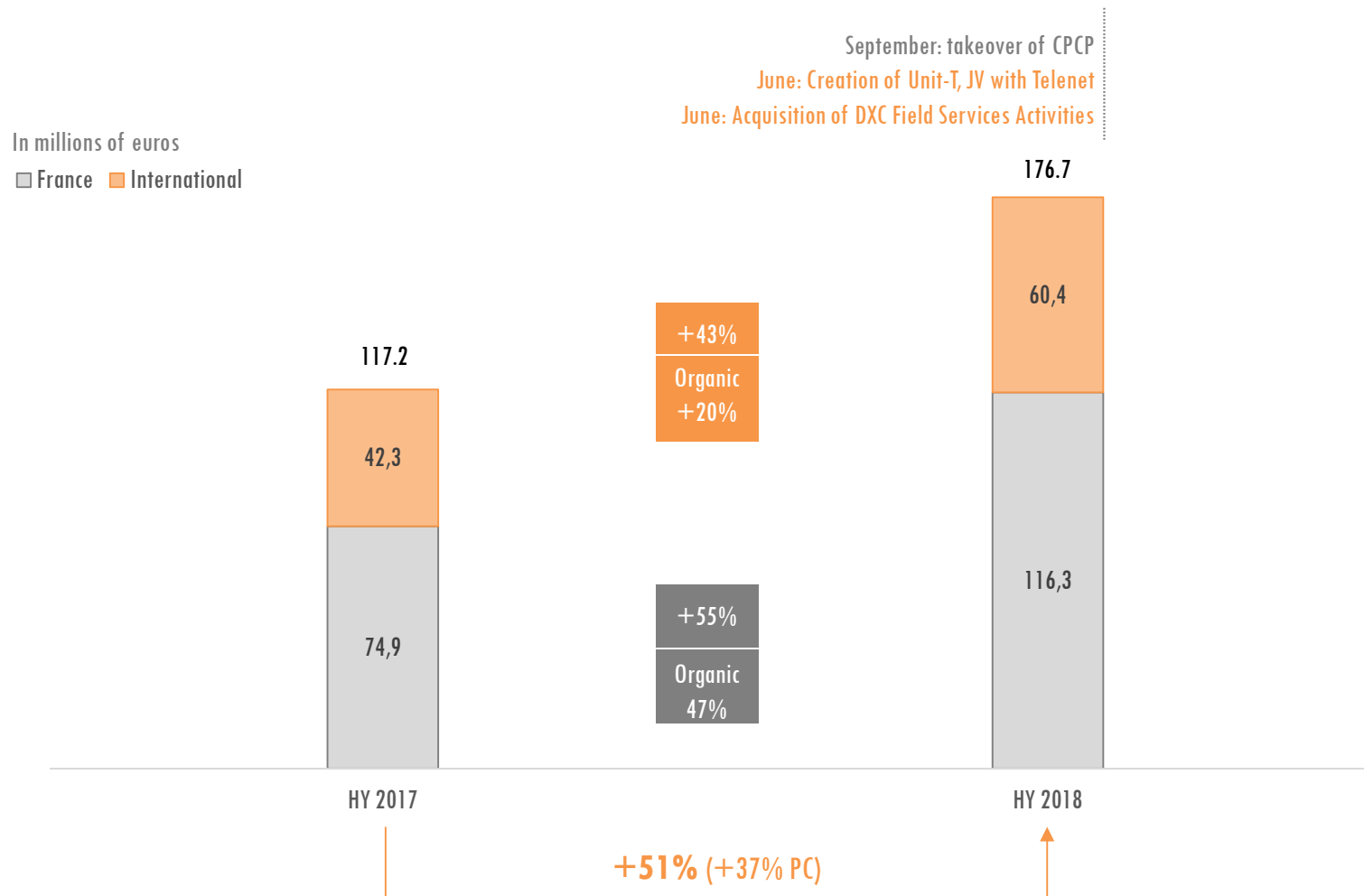


A NEW GROWTH PHASE COMMITTED SINCE 2015 ...

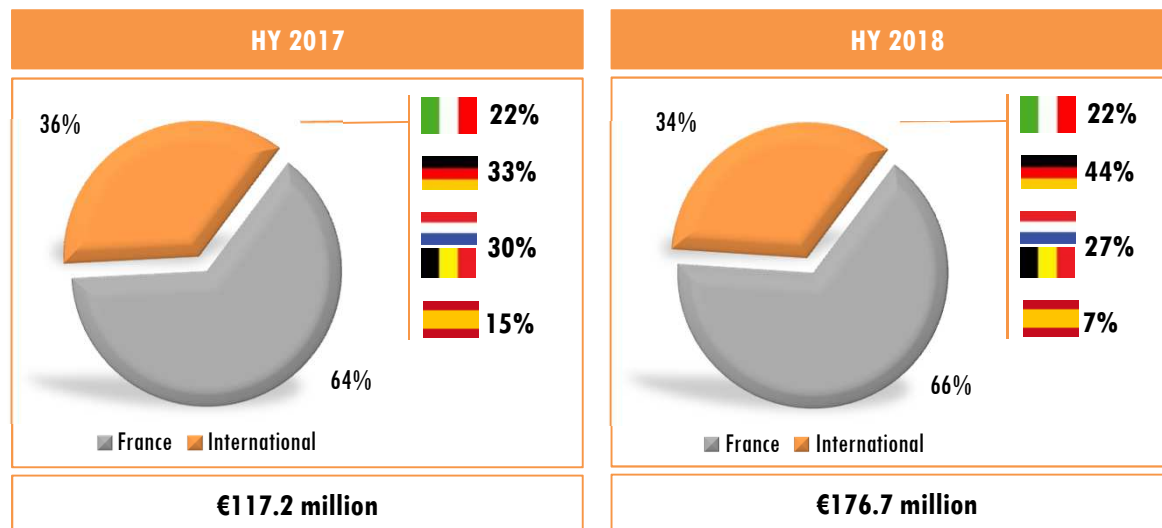
In millions of euros



... AND CONTINUING IN 2018



GERMANY IS THE 2ND GEOGRAPHIC MARKET OF THE GROUP



A targeted acquisition policy to
consolidate our strong position and accelerate our market leadership

FIRST HALF 2018

SOLID OPERATIONAL PERFORMANCE

	HY 2018		HY 2017	2017
Turnover	€176.7 million	+51%	€117.2 million	€274.5 million
Adjusted EBITDA*	€16.3 million	+53%	€10.6 million	€25.3 million
Adjusted EBITDA rate	9.2%	-	9.0%	9.2%
Net debt/net assets	3%	-	31%	55%

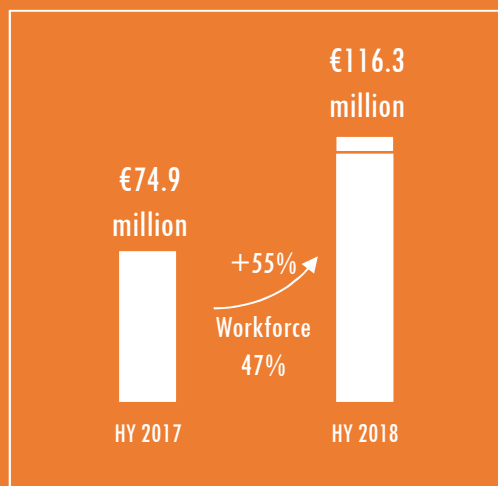




HIGHLIGHTS OF THE 1ST HALF 2018

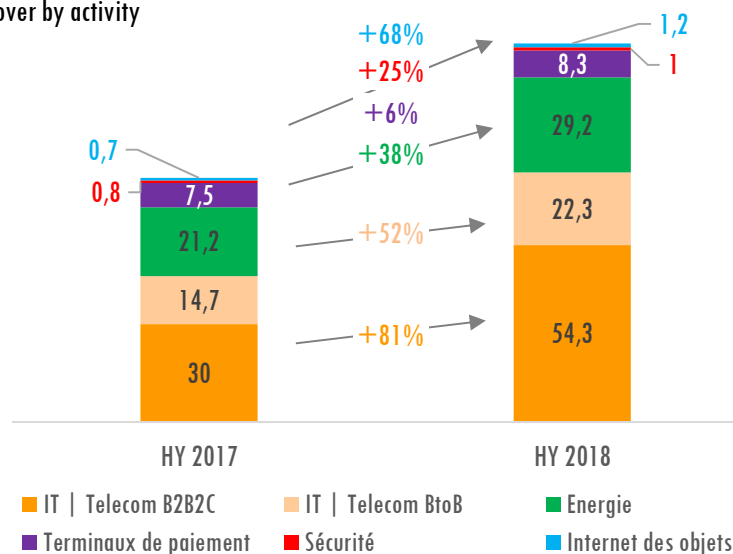
FRANCE

GROWTH DRIVEN BY ENERGY AND TELECOMS

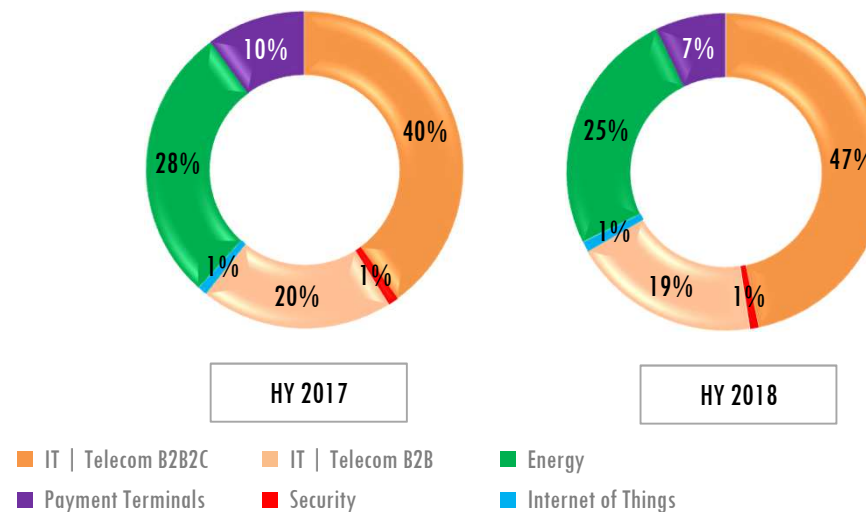


In millions of euros

Turnover by activity

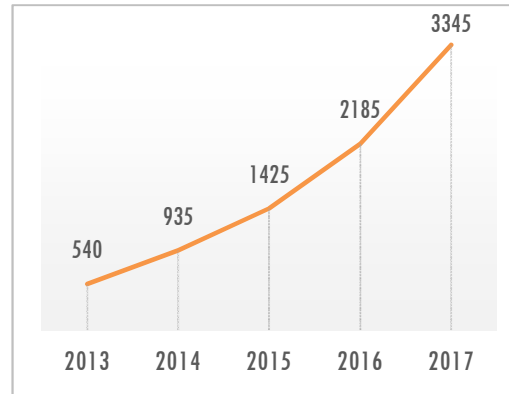


Turnover broken down by activity

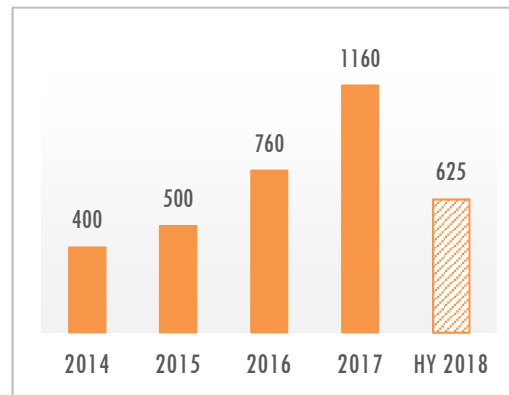


GROWTH DRIVEN BY THE FTTH PLAN

Number of very high speed subscriptions
(ARCEP - data as of end of June 2018)



Increase in number of very high speed
subscriptions
(ARCEP - data as of end of June 2018)

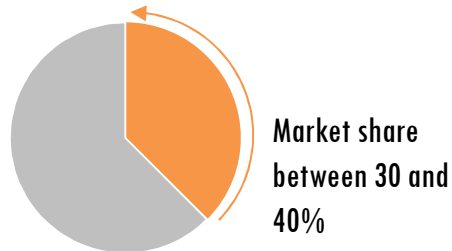


INTACT MARKET POTENTIAL

- 28.4 million high and very high speed Internet subscribers in France
- 21.5 million high speed subscribers
- 11.7 million eligible FTTH homes
- 3.9 million FTTH subscribers as of June 30

STRONG POSITIONING TO CAPTURE THE GROWTH OF THE FTTH MARKET

A LOCKED MARKET



Solutions 30 installs around
1 out of 3 fibre customers



A CAPTIVE MARKET

- Interconnected information systems between Solutions 30 and its customers: real-time feedback and optimisation of interventions
- Optimised intervention costs thanks to an industrialised model:
Solutions 30 is able to guarantee the same rates and the same quality of intervention throughout France
- Demonstrated ability to recruit and train teams to absorb market growth
- Strengths further enhanced by the signing of a new “Fibre” contract: €50 million over 3 years
- Natural market leader: consolidation of CPCP (€50 million turnover) as from 1/8/2018

➔ Solutions 30 continues to gain market share



OTHER HIGHLIGHTS IN FRANCE

IT | Telecoms

Continuing to gain market share

Increasing outsourcing of field service activities with major IT players
Strong competitive advantage linked to the density of the geographical coverage
Opportunities to consolidate the market

Energy

Continued deployment of Linky & Gazpar meters

Solutions 30, 1st partner of Enedis (26% of market share) and Engie (7.2% of market share)
Diversification of activities with the signing of new customers: Schneider Electric, Direct Energie

Smartfix Partner

A start-up created to become the reference application in on-site support

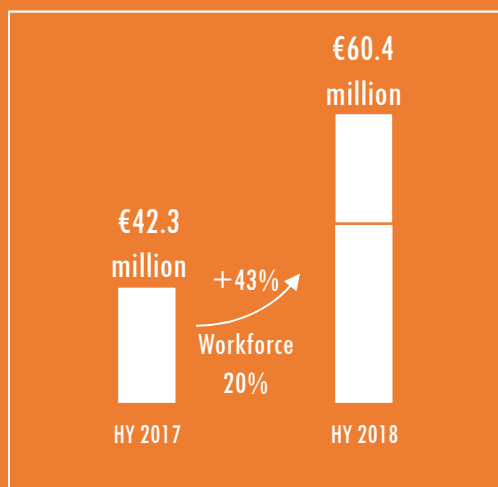
3000 interventions a day at Bouygues Telecom, deployment in progress at Orange.

Contracts signed with Direct Energie and Bi Media, pilot at Intermarché, several potential customers.

Contribution to Group revenue is still marginal.

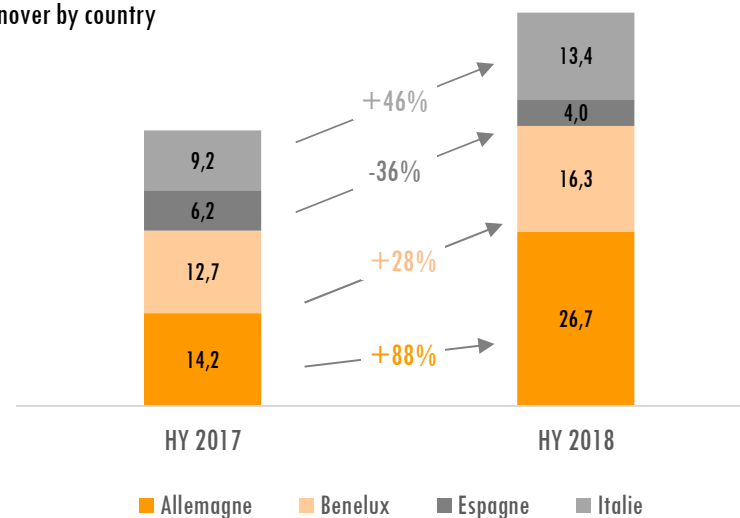
INTERNATIONAL

GROWTH DRIVEN BY GERMANY AND BENELUX

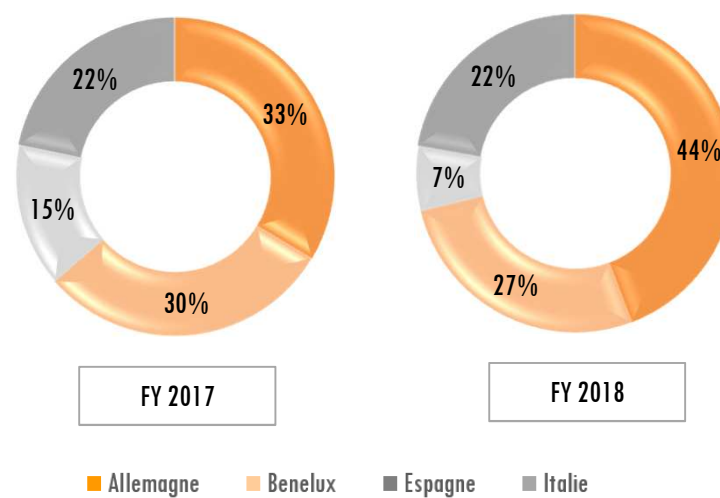


In millions of euros

Turnover by country



Turnover broken down by country



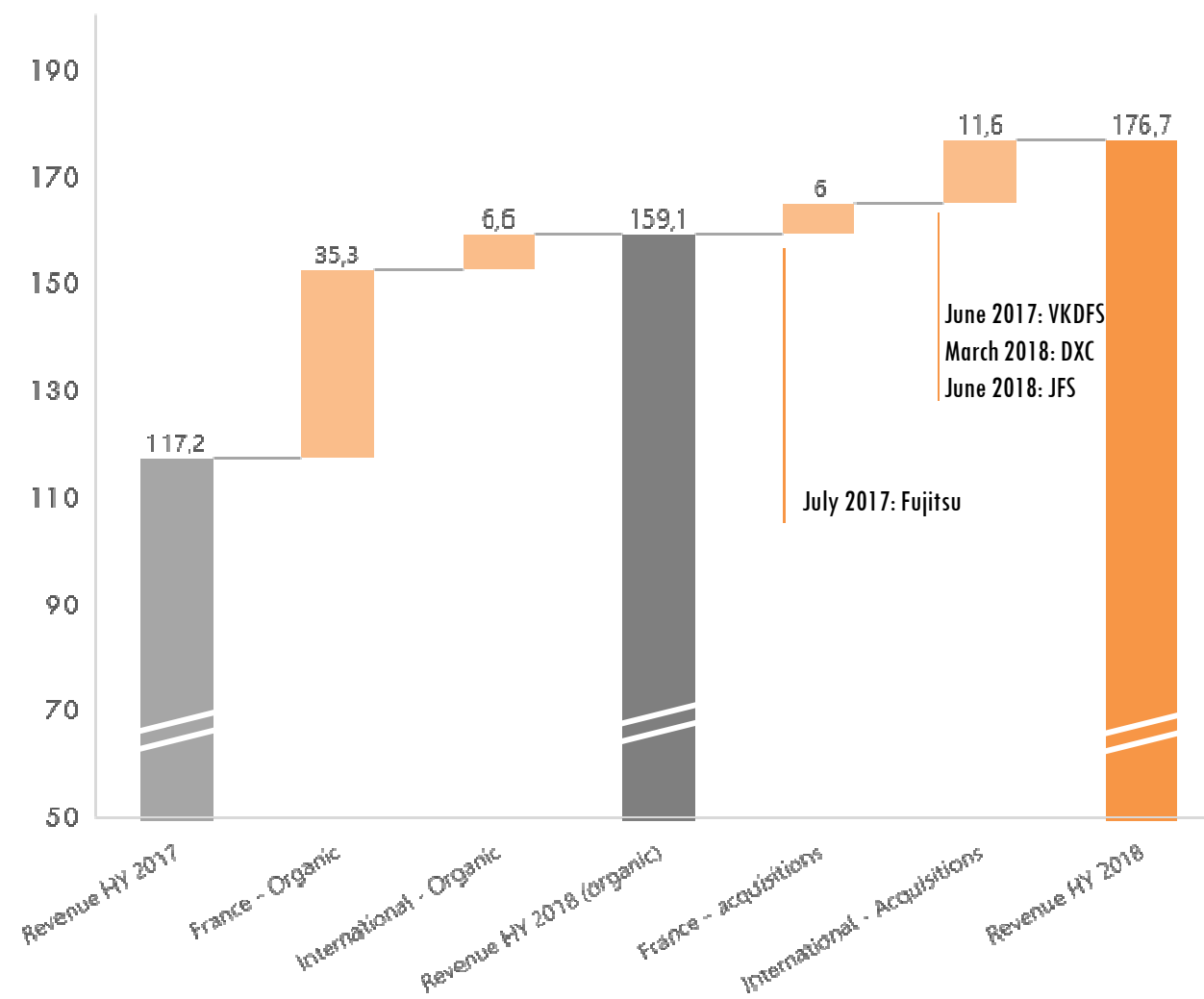
DUPLICATION OF THE FRENCH MODEL IN EUROPE

	Germany	<p>Solutions 30 has become a global player, partnering with the 3 main operators in a highly fragmented market where many investments are expected</p> <p>Acquisition of a small Vodafone subcontractor (turnover of €2 million)</p> <p>Several opportunities of external growth in the pipe</p>
	Italy	<p>Solutions 30 is well positioned to capture the growth of a high potential market</p> <p>Start of a €5 million/year contract with DXC in March 2018</p> <p>Continuation of FTTH and smart meter activities</p>
	Benelux	<p>Achievement of critical size in 2H 2018</p> <p>Ongoing integration of Telenet field services activities</p> <p>Continuation of Proximus FTTH activities</p>
	Spain	<p>Return to growth</p> <p>2 small acquisitions in the pipeline</p> <p>Negotiations underway with Masmovil and Vodafone for FTTH markets</p>



A HISTORY OF PROFITABLE GROWTH |

HY 2018 TURNOVER: +51% (+37% ORGANIC)



SOLID GROWTH IN OPERATING RESULTS

€ millions	HY 2018	HY 2017	Change
Turnover	176.7	117.2	+51%
Operational costs	141.3	93.7	+51%
<i>As % of turnover</i>	<i>79.97%</i>	<i>79.95%</i>	
Central org. costs	19.1	13.3	+43%
<i>As % of turnover</i>	<i>10.81%</i>	<i>11.37%</i>	
Adjusted EBITDA⁽¹⁾	16.3	10.6	+53%
<i>As % of turnover</i>	<i>9.2%</i>	<i>9.0%</i>	
Operational depreciation	2.0	1.5	+36%
<i>As % of turnover</i>	<i>1.1%</i>	<i>1.2%</i>	
Adjusted EBIT⁽¹⁾	14.3	9.1	+56%
<i>As % of turnover</i>	<i>8.1%</i>	<i>7.8%</i>	

⁽¹⁾ Correction of elements considered by the company as being exceptional or non-recurring to provide a better reading of operational performance

EBITDA: operating profits before depreciation net of reversals, amortization and provisions

EBIT: operating profits from recurring operations before amortization of intangible assets, including goodwill



STRONG IMPROVEMENT IN NET MARGIN

€ millions	HY 2018	HY 2017	Change
Adjusted EBIT	14.3	9.1	+56%
Amortisation of intangibles	-1.9	-1.1	+79%
Financial result	-0.4	-0.8	-45%
Of which non-recurring items ⁽²⁾	0.0	-0.2	
Non-recurring items	-1.5	-1.0	+ 51%
Corporate taxes	-0.4	-0.1	
Net income of integrated companies	10.1	6.2	+64%
<i>As % of turnover</i>	<i>5.7%</i>	<i>5.3%</i>	
Goodwill amortisation	-1.1	-0.8	+ 32%
Consolidated net income	9	5.4	+ 68%
<i>As % of turnover</i>	<i>5.1%</i>	<i>4.6%</i>	
Adjusted net income (group share) ⁽³⁾	13.1	7.8	+69%
<i>As % of turnover</i>	<i>7.4%</i>	<i>6.6%</i>	
Net income (group share)	8.6	4.9	+77%
<i>As % of turnover</i>	<i>4.9%</i>	<i>4.2%</i>	

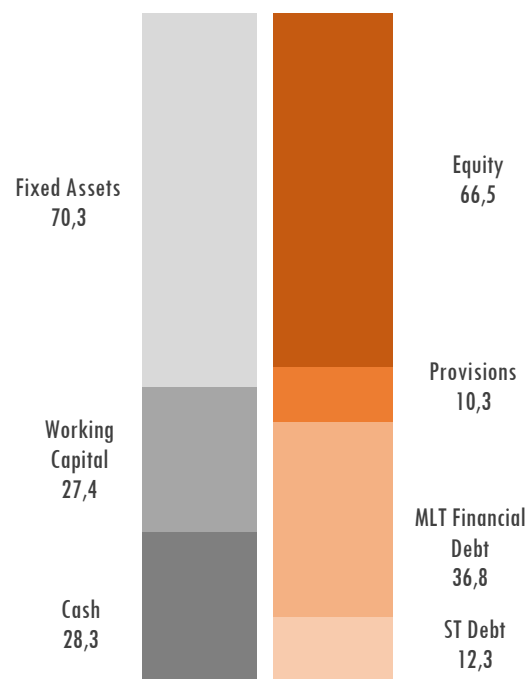
⁽²⁾ Non-recurring items: this item mainly includes restructuring costs

⁽³⁾ Net Income Group Share of recurring operations before amortisation of goodwill and intangibles

A SOLID FINANCIAL STRUCTURE

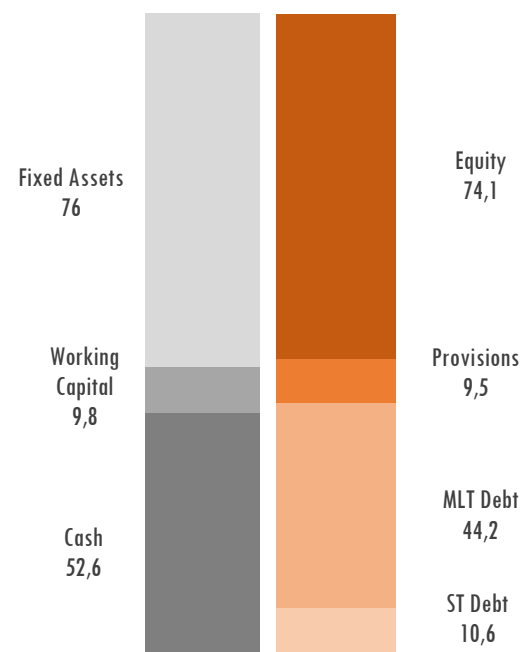
In millions of euros

At 31 December 2017



Total assets: €125.9
million

At 30 June 2018



Total assets: €138.4
million

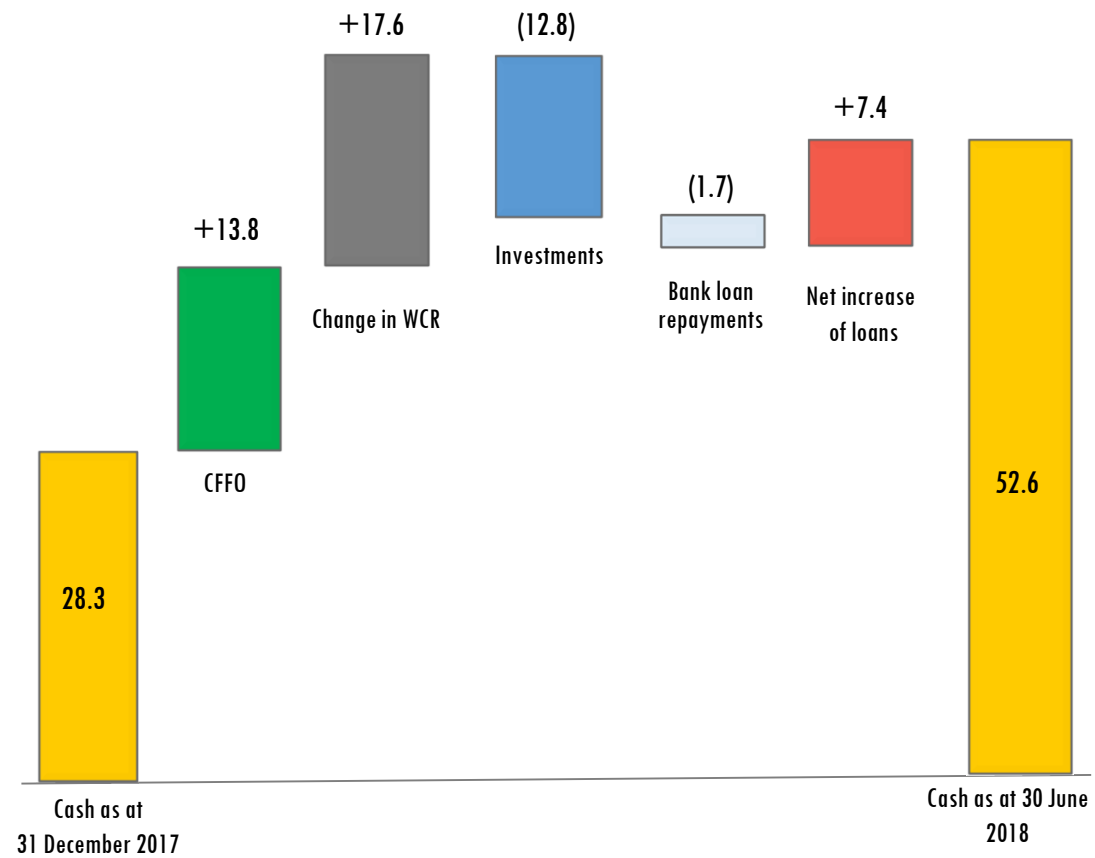
Net financial debt €2.2 million

Amount of receivables sold to the factor €36 million

Interest Coverage Ratio (net EBIT/FE) x34



CASH GENERATION



In € millions



A HISTORY OF SUSTAINABLE GROWTH |

MANY GROWTH OPPORTUNITIES IN THE SHORT, MEDIUM AND LONG TERM

In the short-medium term

- Optimise the profitability of current activities and new contracts won.
- Progress towards critical size in all geographical areas, enabling us to:
 - Improve the Group's profitability
 - Emerge as a leader while consolidating the market
- Expand geographically only if a good opportunity arises.

In the medium-long term

CONNECTED OBJECTS

5G, FTTH

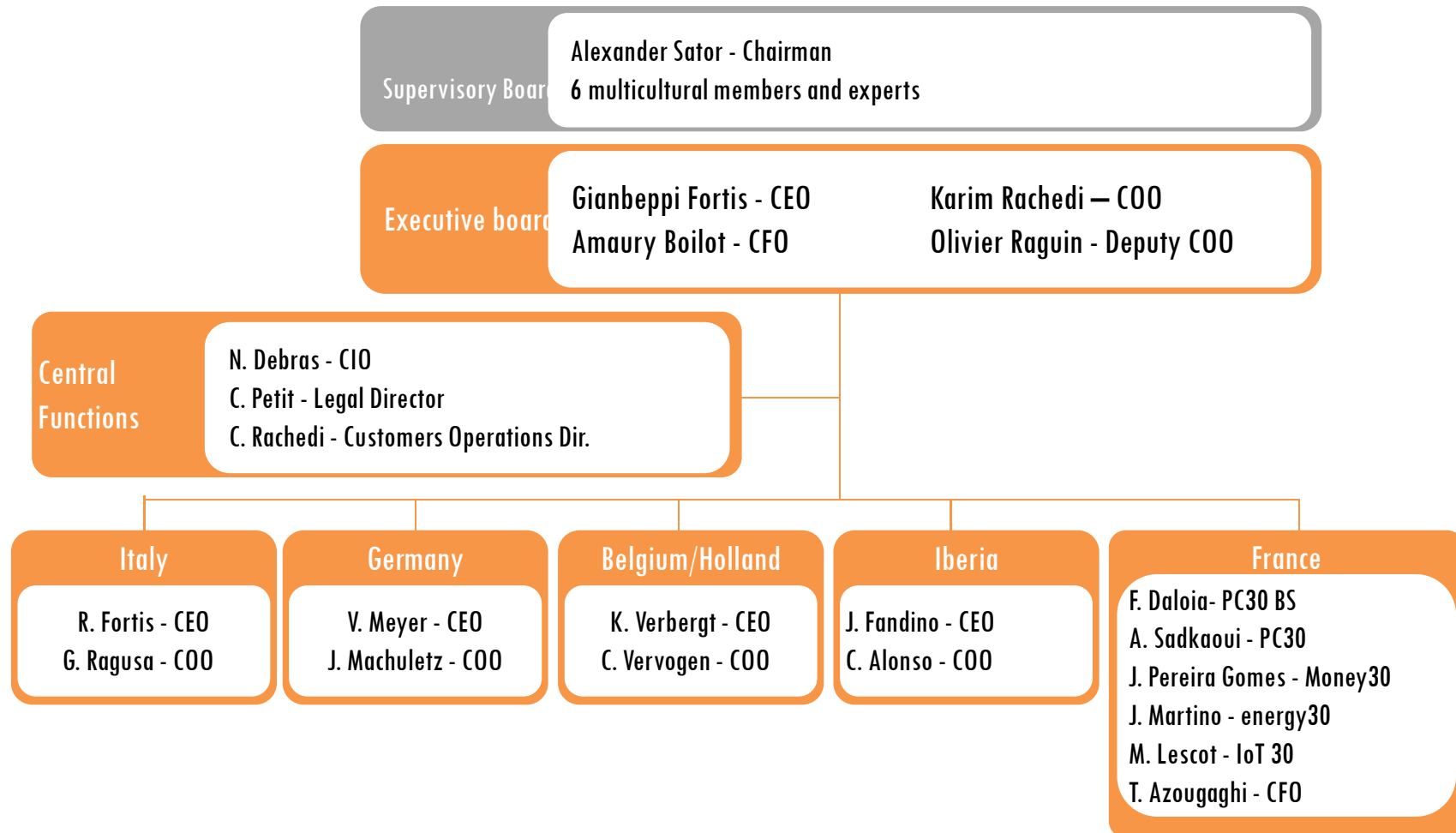
ELECTRIC VEHICLE CHARGING STATIONS, OTHER ENERGY ACTIVITIES

OUTSOURCING

NEW GEOGRAPHIC MARKETS



A COMMITTED, LOYAL AND STRUCTURED TEAM FOR AN AMBITIOUS GROWTH PLAN



A share options plan that rewards the achievement of ambitious goals and builds a strongly committed team:

- Turnover of €300 million + doubling of market capitalisation
- Award of 2.3 million share purchase warrants, of which 1.8 can be exercised immediately



OBJECTIVES | TOWARDS €1 BILLION TURNOVER

To be the European leader in solutions for the use of new digital technologies and in the deployment of connected objects



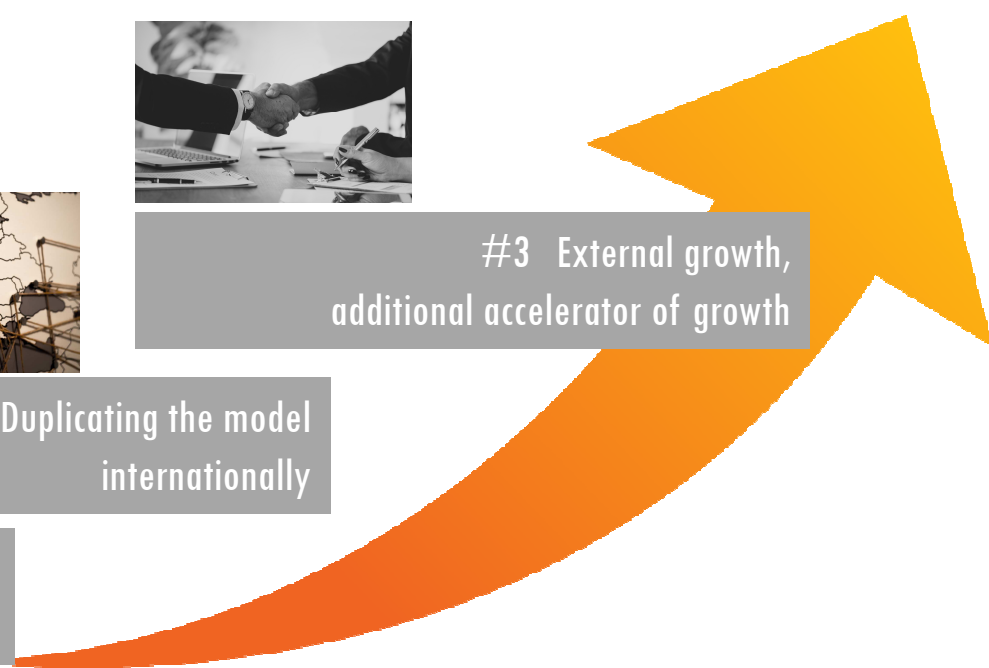
#1 Growth
of activity in France



#2 Duplicating the model
internationally



#3 External growth,
additional accelerator of growth



CALENDAR

6 November 2018

Turnover 3rd quarter 2018

CONTACT

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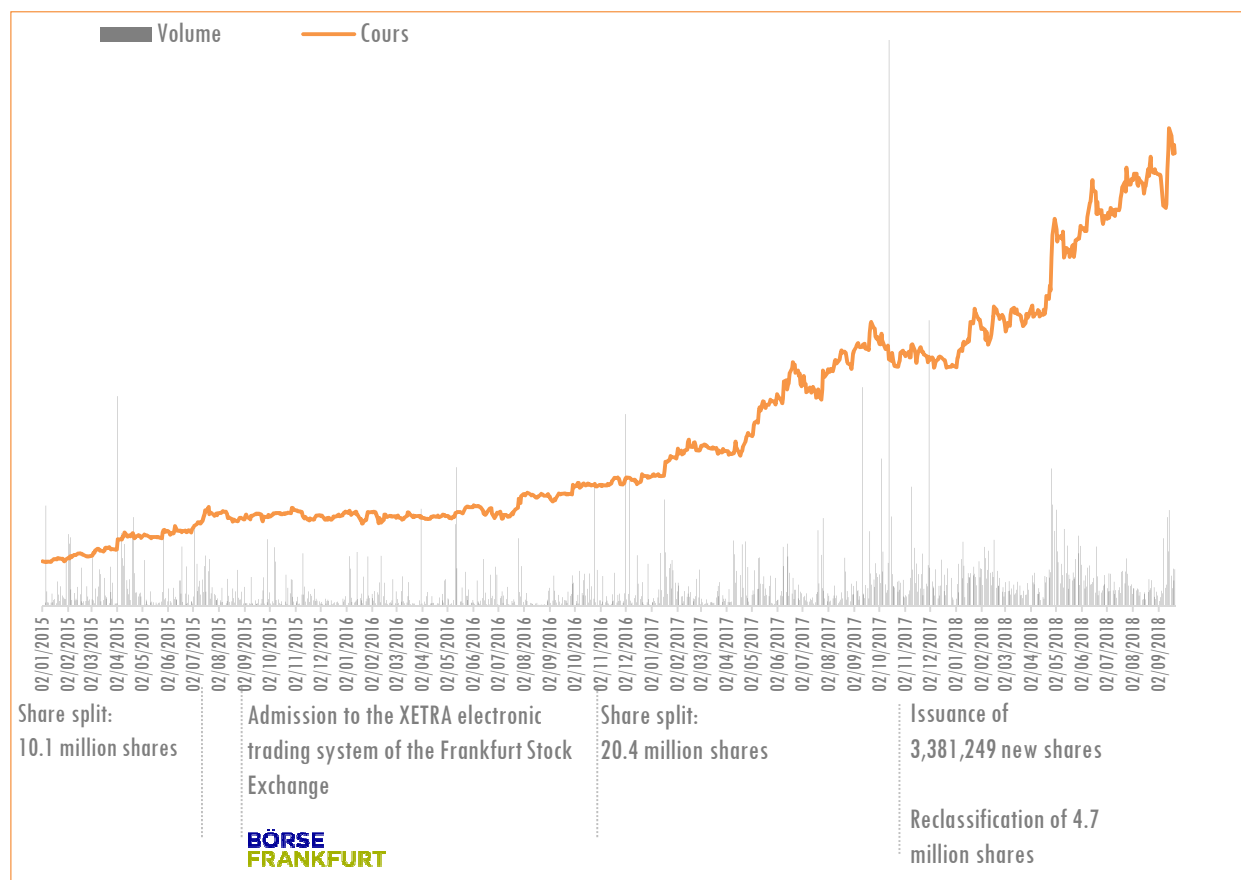
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THE SOLUTIONS 30 GROUP

ANNEXES

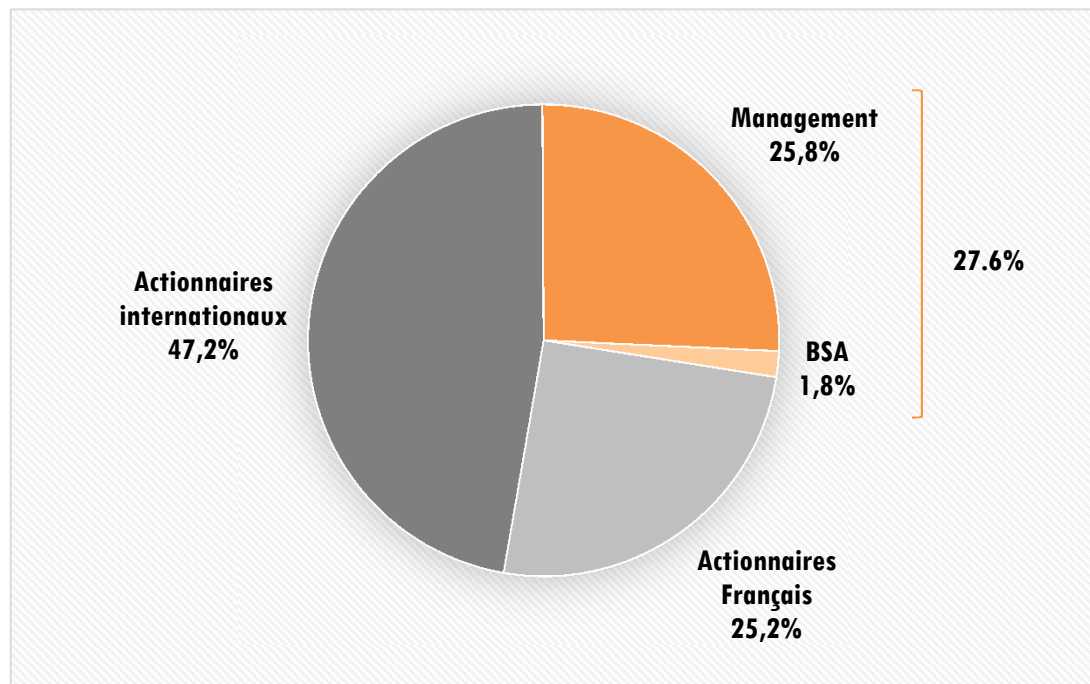
A LIQUID AND CONSTANTLY GROWING SECURITY



Price as at 21/09/2018	€45.05
Total number of shares	24,179,812 <i>(before issuance of Managers share purchase warrants)</i>
Capitalisation	€1,161 million
Floating	80% (€929 million)
Average trading volumes	€1.8 million/day average since 01/01/18
Markets	Alternext Paris: ALS30 Deutsche Börse: XETRA, EO2
ISIN code	FR0013188844
Eligibility	PEA and PEA-PME equity plans
Liquidity contract	Louis Capital Market
Listing sponsor	Genesta Finance
Indices	MSCI Europe Small Cap CAC PME, Tech40



CAPITAL ALLOCATION



Total number of shares 26,014,348

(after exercise of 1,834,536 Managers share purchase warrants)

Total number of shares 26,484,348

(after exercise of 470,000 Managers share purchase warrants not yet exercisable)

