



*Solutions***30**

Solutions for New Technologies

HY 2019 WEBCAST

24 September 2019

CAUTIONARY STATEMENT

This presentation, the presentation materials and discussion may contain certain forecasts, projections and forward looking statements — that is statements related to future, not past, events — in relation to, or in respect of, the financial condition, operations or businesses of Solutions 30 SE.

Any such statements involve risk and uncertainty because they relate to future events and circumstances. There are many factors that could cause actual results or developments to differ materially from those expressed or implied by any such forward looking statements, including, but not limited to, matters of a political, economic, business, competitive or reputational nature. Nothing in this presentation, the presentation materials and discussion should be construed as a profit estimate or profit forecast.

Solutions 30 SE does not undertake any obligation to update or revise any forward looking statement to reflect any change in circumstances or expectations.

September 2019



*Solutions***30**

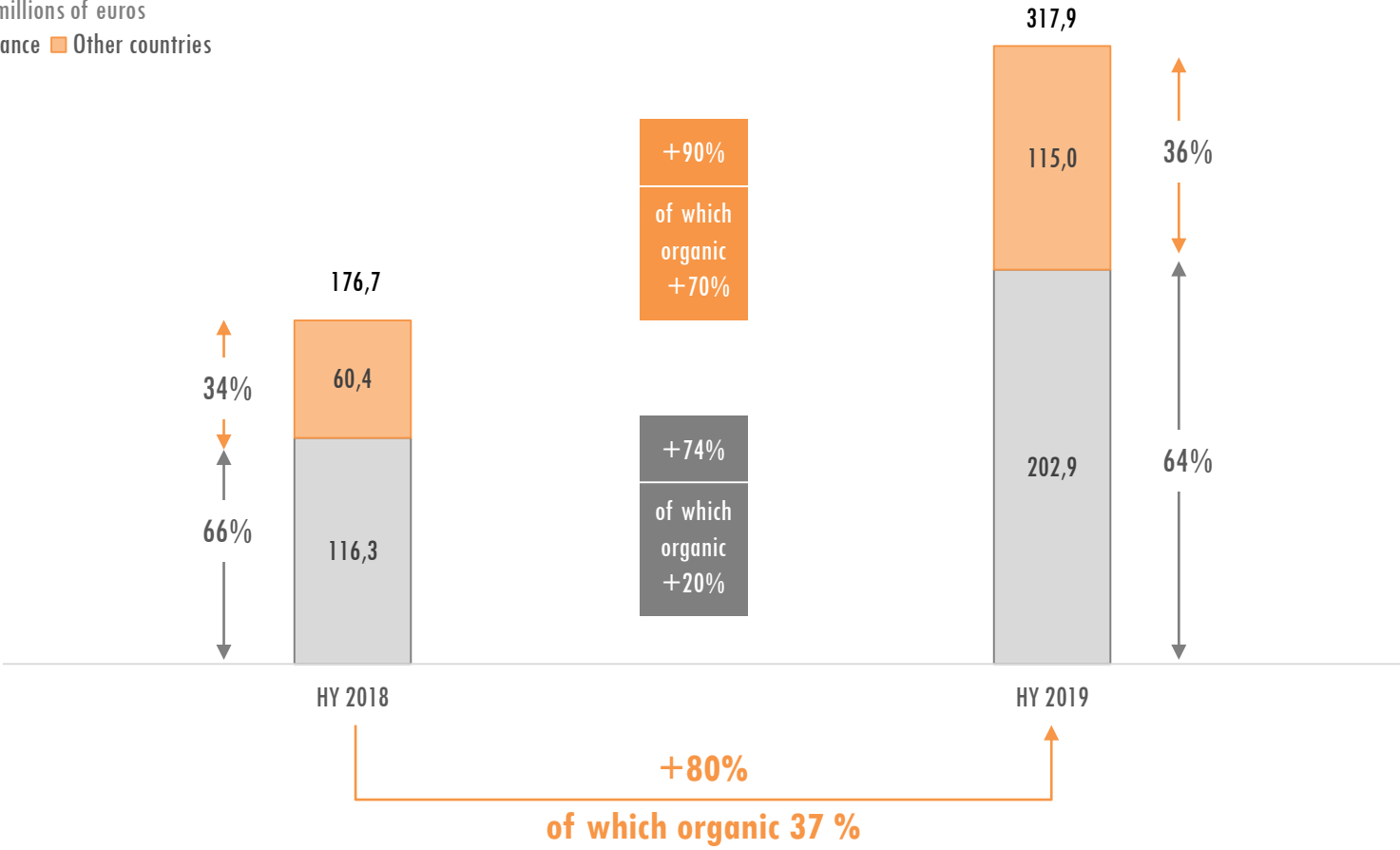
Solutions for New Technologies

HY2019 HIGHLIGHTS

Continued growth momentum

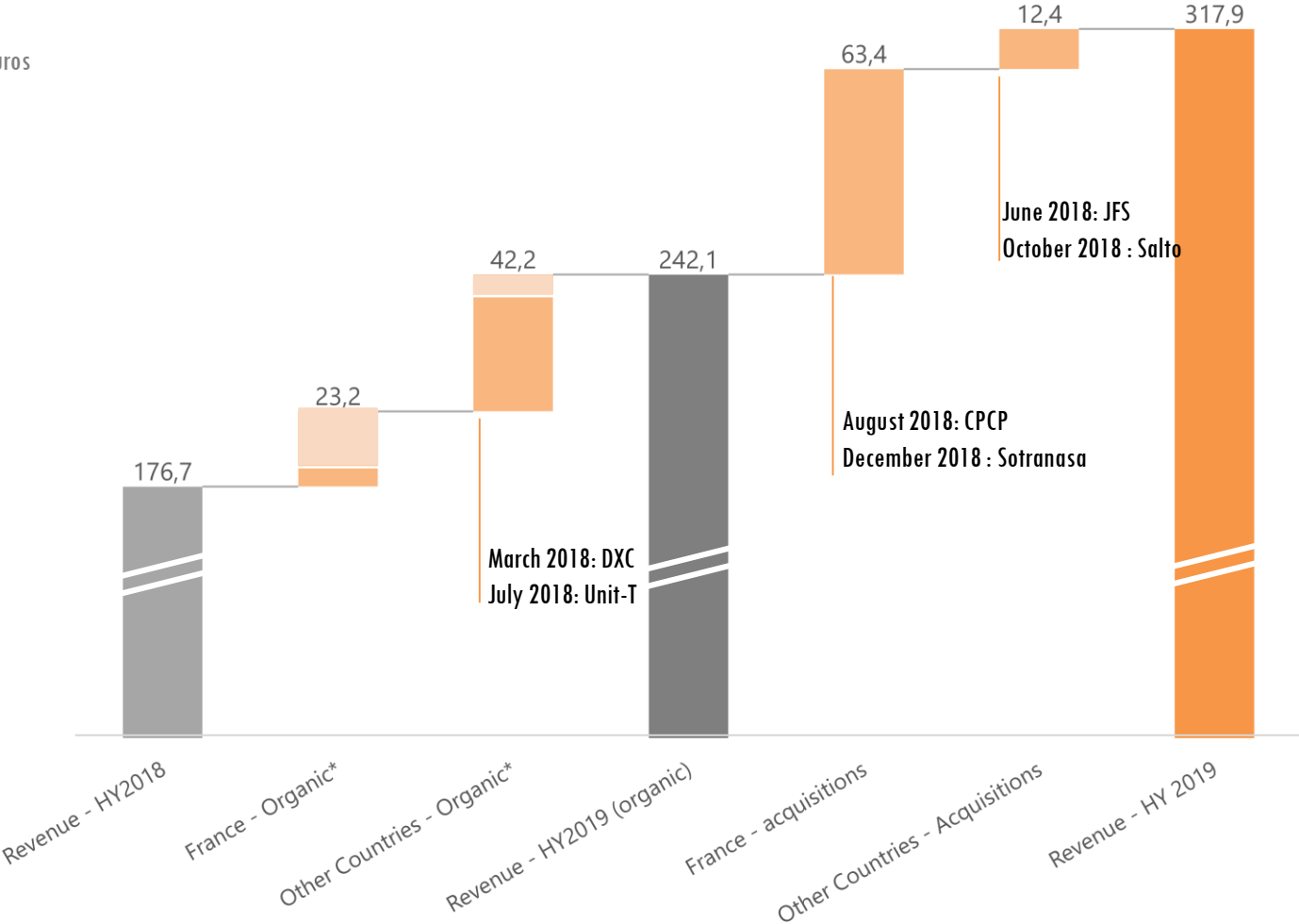
CONTINUED GROWTH MOMENTUM IN 2019

In millions of euros
 ■ France ■ Other countries



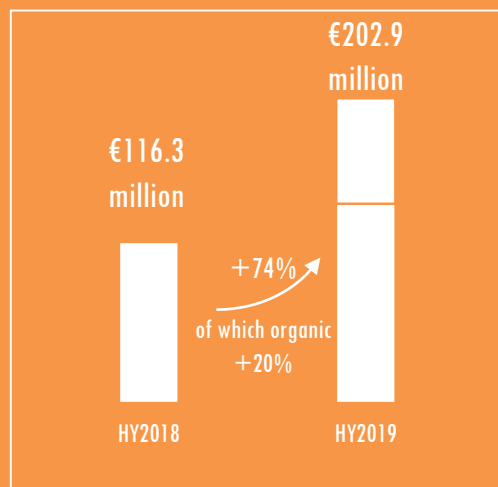
HY2019 REVENUE: +80% (+37% ORGANIC)

In millions of euros



FRANCE HY 2019

Growth keeps being driven by telecom & energy



In millions of euros

TELECOM : +115 %

- Ultra high-speed Fibre plan drives growth acceleration
- Keep strengthening positions with the 3 main operators
- Startup of new activities promoted by local municipalities (« RIP » / public Network)

ENERGY : +83%

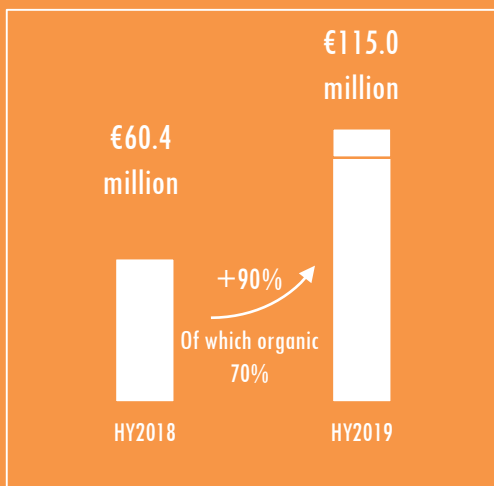
- Continued roll-out of gas and electric smart meters
- New markets penetration :
 - Deployment of smart grid solutions for ENEDIS and EDF
 - Charging stations : preferred supplier for EDF “electric mobility plan” throughout Europe, established partnership with Alfen for the deployment of charging stations. Many tender offers ongoing

EXTERNAL GROWTH

- August 2018: CPCP
- December 2018 : Sotranasa

OTHER COUNTRIES HY 2019

Outsourced business accelerates growth



In millions of euros

BENELUX: +258%

- Consolidation of dominant position in Belgium through the outsourcing contract of Telenet
- Increased investment expected in The Netherlands, acquired i-Projects
- New markets opening: smart meters & EV charging

SPAIN: +23%

- Gained access to Masmovil and increased activities with Vodafone in a mature market
- Won a contract with DIGI, a fast growing Spanish operator, for FTTH deployment
- Strategic move to new markets : 5G through new subsidiary, Provisiona, and IoT with Telefonica

ITALY: +20%

- Telecom investment slow due to TIM situation
- Won first contract with ENEL for the maintenance of smart-charging stations

GERMANY: +2%

- Increasing volumes with Telecom operators expected in H2
- Won pilot contract for installation of 44,000 meters & ongoing discussions with E.ON for large-scale smart meters deployment

EXTERNAL GROWTH

- June 2018: JFS (remaining 50% of Belgian subsidiary)
- October 2018 : Salto (Spain)
- July 2019 : i-Projects (Netherlands) & Provisiona (Spain)



*Solutions***30**

Solutions for New Technologies

HY2019 FINANCIALS

Strong growth momentum

HY 2019: SOLID GROWTH IN OPERATING RESULTS

€ millions	HY 2019	HY 2018	Change
Turnover	317.9	176.7	80%
Operational costs	258.8	141.3	83%
<i>As % of turnover</i>	<i>81.4%</i>	<i>80%</i>	
Central org. costs	29.9	19.1	57%
<i>As % of turnover</i>	<i>9.4%</i>	<i>10.8%</i>	
Adjusted EBITDA⁽¹⁾	29.1	16.3	79%
<i>As % of turnover</i>	<i>9.2%</i>	<i>9.2%</i>	
Operational depreciation	-5.2	-2.0	161%
<i>As % of turnover</i>	<i>-1.6%</i>	<i>-1.1%</i>	
Adjusted EBIT⁽¹⁾	23.9	14.3	67%
<i>As % of turnover</i>	<i>7.5%</i>	<i>8.1%</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

HY 2019: STRONG IMPROVEMENT OF NET INCOME

€ millions	HY 2019	HY 2018	Change
Adjusted EBIT	23.9	14.3	67%
Amortisation of intangibles	-3.1	-1.9	63%
Financial result	-0.5	-0.4	16%
Non-recurring items ⁽²⁾	0.0	-1.5	-100%
Corporate taxes	-3.0	-0.4	645%
Net income of integrated companies	17.4	10.1	72%
<i>As % of turnover</i>	<i>5.5%</i>	<i>5.7%</i>	
Goodwill amortisation	-2.6	-1.1	140%
Consolidated net income	14.7	9.0	64%
<i>As % of turnover</i>	<i>4.6%</i>	<i>5.1%</i>	
Adjusted net income (group share) ⁽³⁾	20.4	13.1	56%
<i>As % of turnover</i>	<i>6.4%</i>	<i>7.4%</i>	
Net income (group share)	14.6	8.6	70%
<i>As % of turnover</i>	<i>4.6%</i>	<i>4.9%</i>	

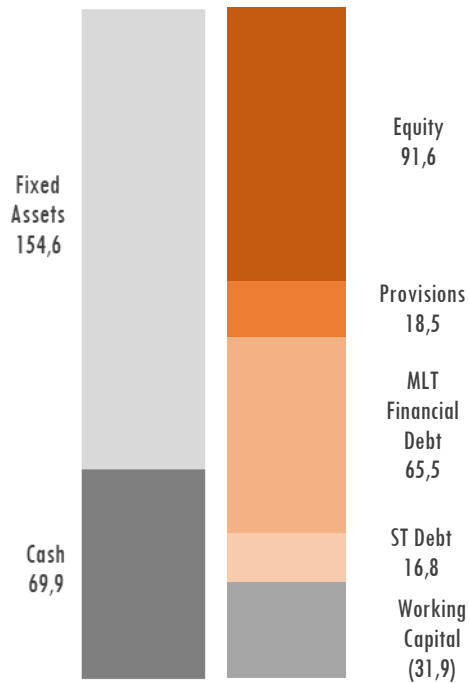
⁽²⁾ Non-recurring items: this item mainly includes the net amount of restructuring costs and negative goodwill (badwill) in 2018 – no item during HY 2019

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

HY 2019: SOLID FINANCIAL STRUCTURE

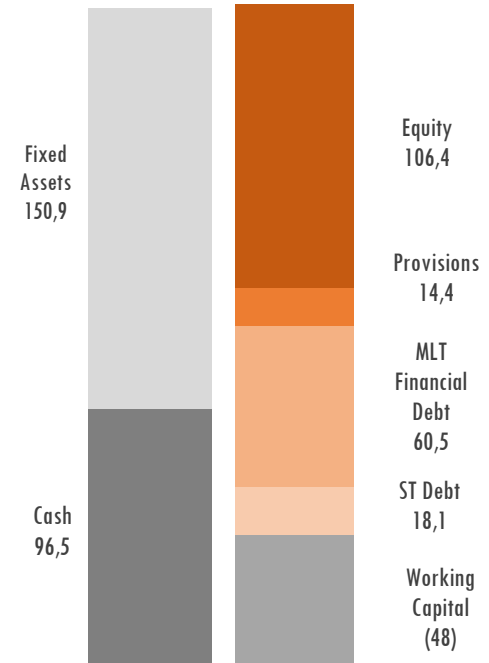
In millions of euros

At 31 December 2018



Total assets: €224.3 million

At 30 June 2019



Total assets: €247.4 million

Net cash position

Factoring position

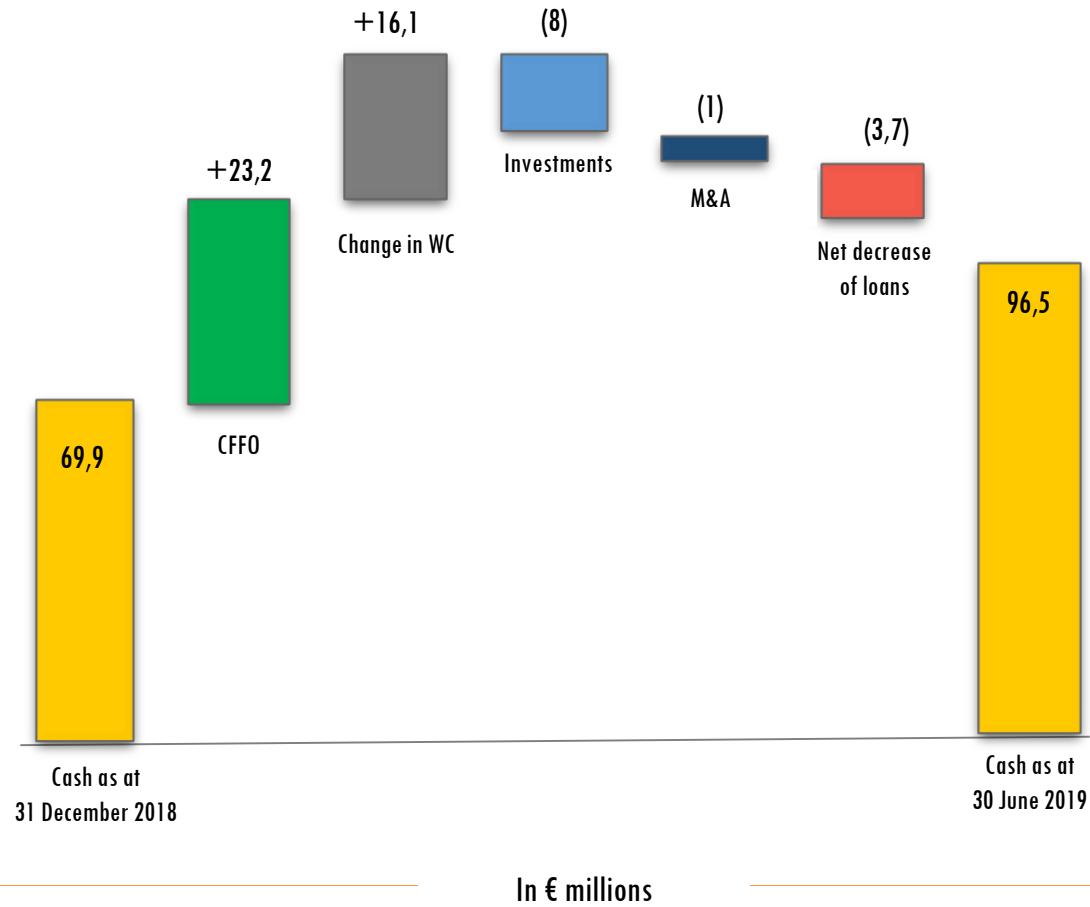
Interest Coverage Ratio (net EBIT/FE)

€17.9 million

€46 million

x51.6

HY 2018: CASH GENERATION





*Solutions***30**

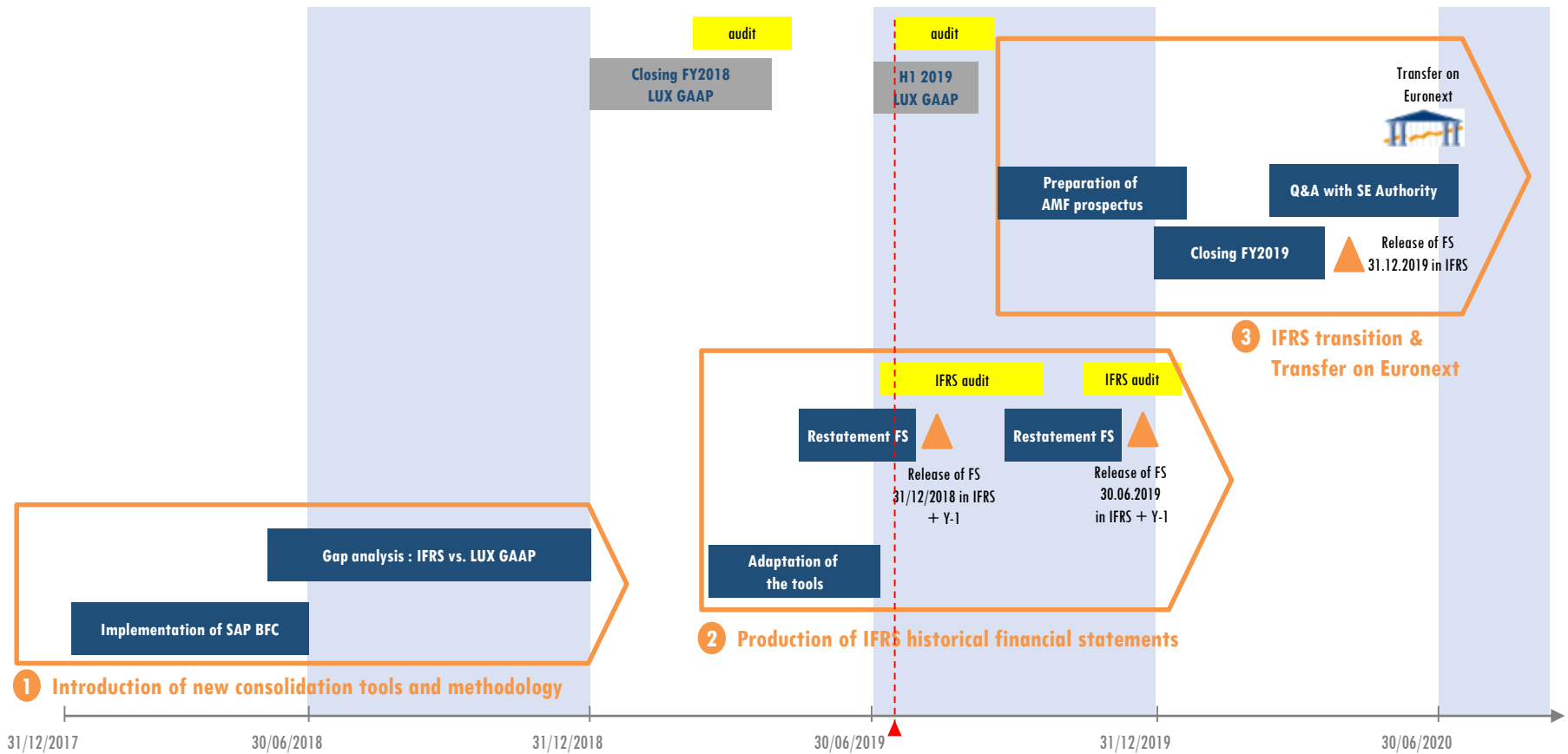
Solutions for New Technologies

TRANSFER TO EURONEXT

Action plan follow-up

REPORTING FY 2019 FINANCIALS UNDER IFRS

- The schedule for IFRS transition has been defined in order to prepare the move to Euronext in 2020



PRELIMINARY VIEW OF IFRS IMPACT

Solutions 30 will adopt IFRS accounting standards with its full year 2019 results. The below is a non-exhaustive, preliminary view on selected expected major changes to the group's P&L, subject to change.

Goodwill	No goodwill amortization under IFRS (EUR 3.3m in 2018).
Operating leases	IFRS 16 introduction means operating leases recognized on balance sheet and depreciated in P&L. Impact of car leases estimated at c EUR 40m on balance sheet. Neutral on net income, but changes in P&L (lower opex, higher depreciation).
Revenue recognition	Impact limited to the leasing of Payment terminals (< c EUR 3m). As a lessor, Solutions 30 must recognize one off the part of the rent related to the leasing of the equipment.
Stock options	Stock options are booked as an expense and valued at fair value at the grant date.



*Solutions***30**

Solutions for New Technologies

GROWTH STRATEGY |

CAPITAL ALLOCATION PRIORITISES GROWTH TO REACH DOMINATING POSITION IN ALL THE GEOGRAPHIES

#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: accessibility, market structure, growth potential and duplication of model

#3

A single organisation

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

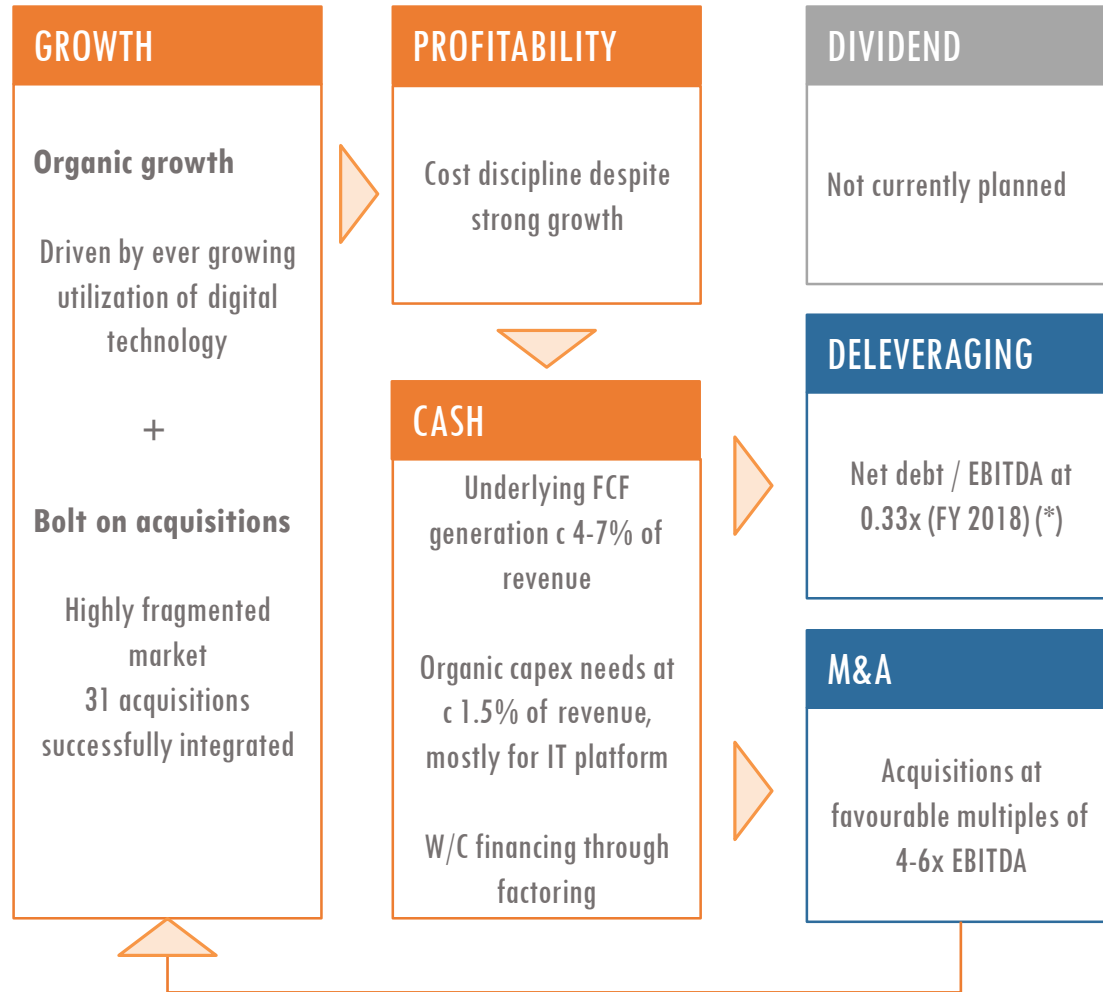
#4

Market consolidation

Numerous opportunities to accelerate growth in a highly fragmented market where Solutions 30 is the natural consolidator

DRIVING CONSOLIDATION IS OUR BEST USE OF CAPITAL

- Solutions 30 is the European leader and natural consolidator
- Track record of 31 successful acquisitions



GEOGRAPHICAL DIVERSIFICATION :

SOLUTIONS 30 ENTERS THE POLISH MARKET

- Acquisition of Sprint's activities related to the deployment of high-speed internet connections and Sprint's subsidiary Telekom Usługi in charge of maintenance activities for Orange.
- A network of about 300 technicians in northern Poland.
- More than 300,000 high-speed Internet customers.
- Annual revenue of €8 million.
- The activities will be consolidated by Solutions 30 on November 1st, 2019.
- Wojciech Pomykała will lead the group's operations on Polish territory.

GOVERNANCE

SUPERVISORY BOARD

Alexander Sator
Chairman of the Supervisory Board since September 2018

Caroline Tissot
Member of the Supervisory Board since May 2017

Francesco Sefarini
Member of the Supervisory Board since May 2017

Paul Raguin
Member of the Supervisory Board since April 2018

Jean-Paul Cottet
Member of the Supervisory Board since April 2018

Yves Kerveillant
Member of the Supervisory Board since April 2019

Strategy Committee
J. P. Cottet

Remuneration & Nomination Committee
A. Sator

Audit Committee
Y. Kerveillant

GROUP MANAGEMENT BOARD



Gianbeppi Fortis,
Co-founder CEO



Karim Rachedi,
Co-founder COO
President of the Executive Committee



Amaury Boilot
Group CFO



João Martinho
COO Deputy, VP
Energy Europe



Franck D'Aloia
COO Deputy, VP
integrations

➔ **Nomination of João Martinho and Franck d'Aloia**

OBJECTIVES | TOWARDS €1 BILLION TURNOVER

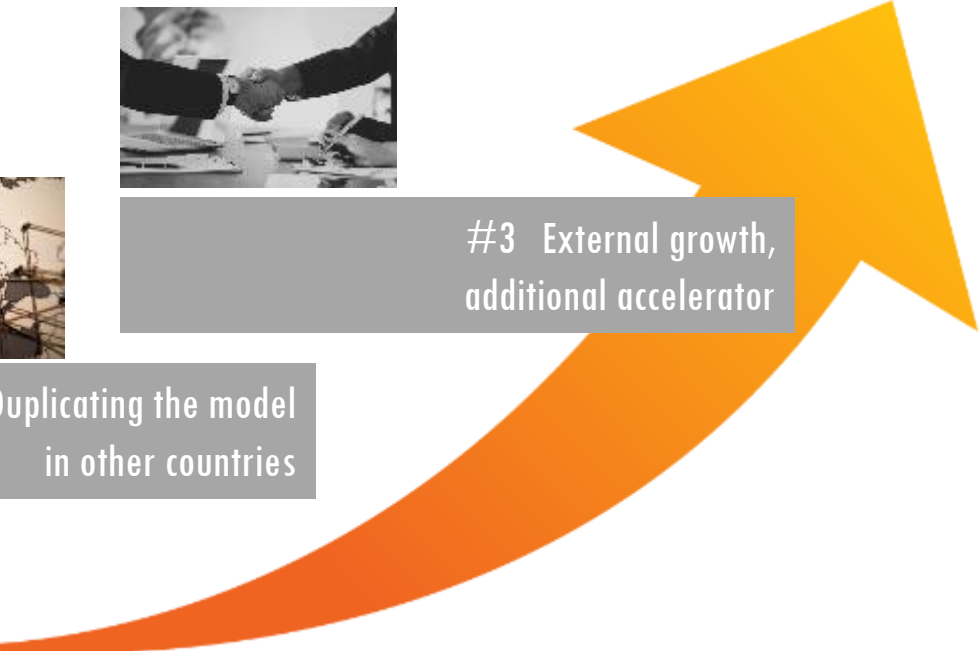
To be the European leader in solutions for the use of new digital technologies and in the deployment of connected objects



#1 Growth of activity in France

#2 Duplicating the model in other countries

#3 External growth, additional accelerator





SOLUTIONS 30, MARKET LEADER IN LAST MILE SERVICE SOLUTIONS

QUESTIONS & ANSWERS

Please submit your questions through the space provided below.

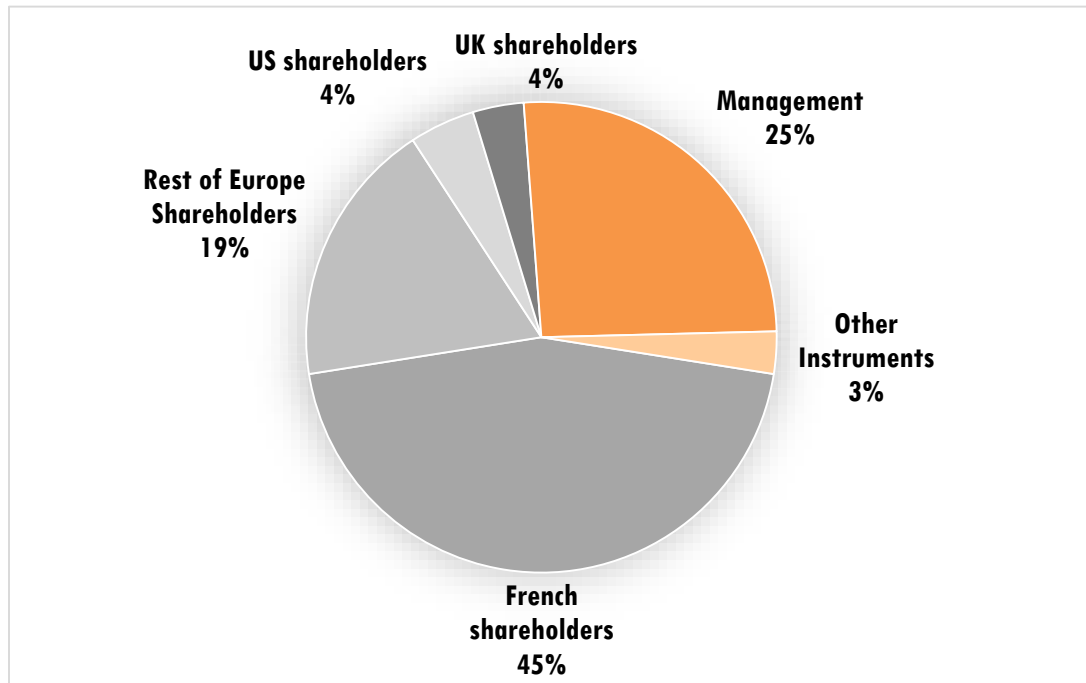


*Solutions***30**

Solutions for New Technologies

APPENDIX |

SHAREHOLDER STRUCTURE



Total number of shares	104,057,392
Total number of shares to be issued (from financial instruments)	3,070,592

CALENDAR

4 November 2019	2019 Q3 revenues
5 November 2019	14:30 CET investors webcast
15 November 2019	Capital market Day

CONTACT

Financial information:

investor.relations@solutions30.com | Tel.: +352 (2) 837 1389

Communication / Press:

media.relations@solutions30.com | Tel.: +352 (2) 837 1389

www.solutions30.com