



*Solutions30*

Solutions for New Technologies

Q3 2019 REVENUE

November 2019

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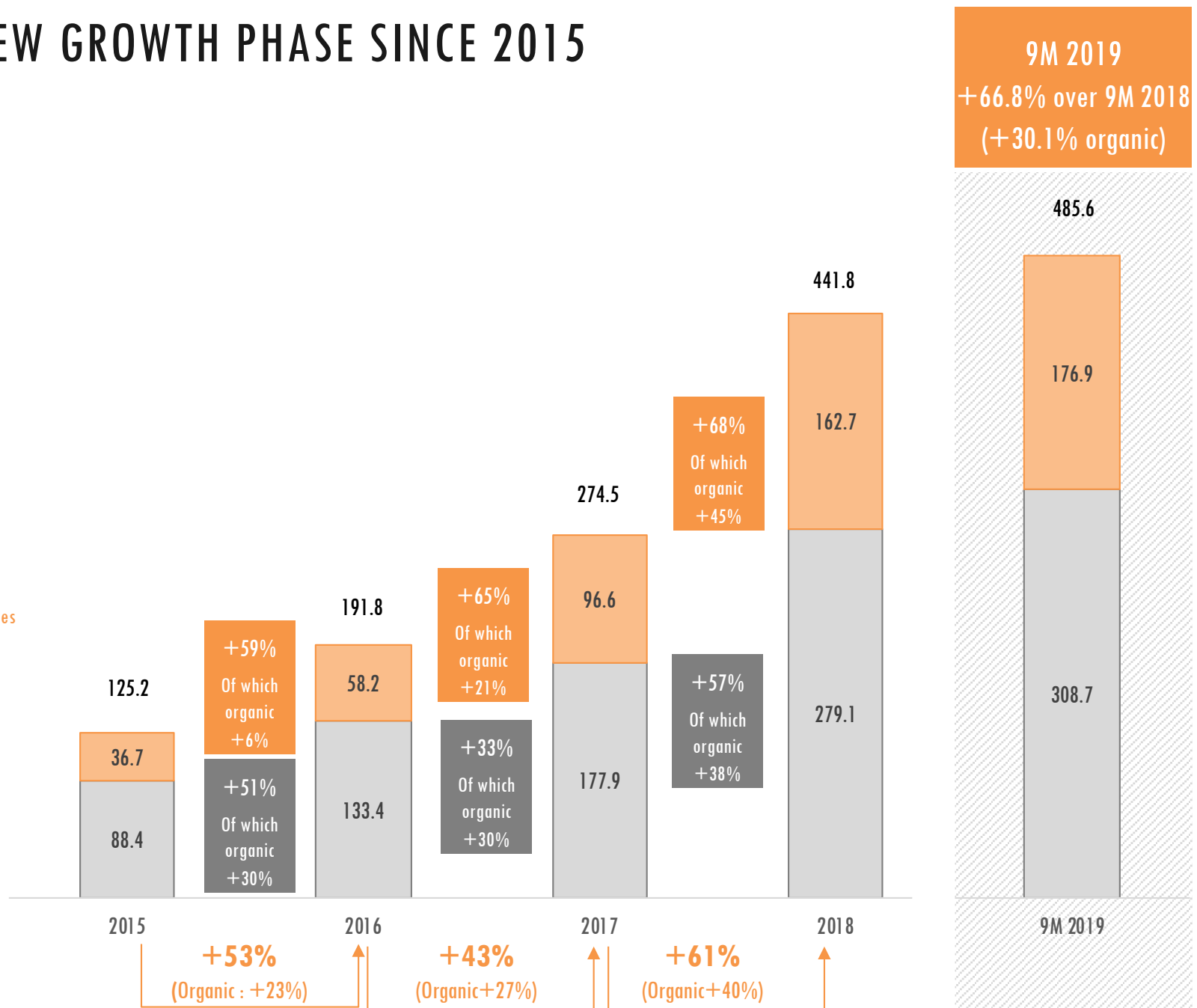
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November 2019

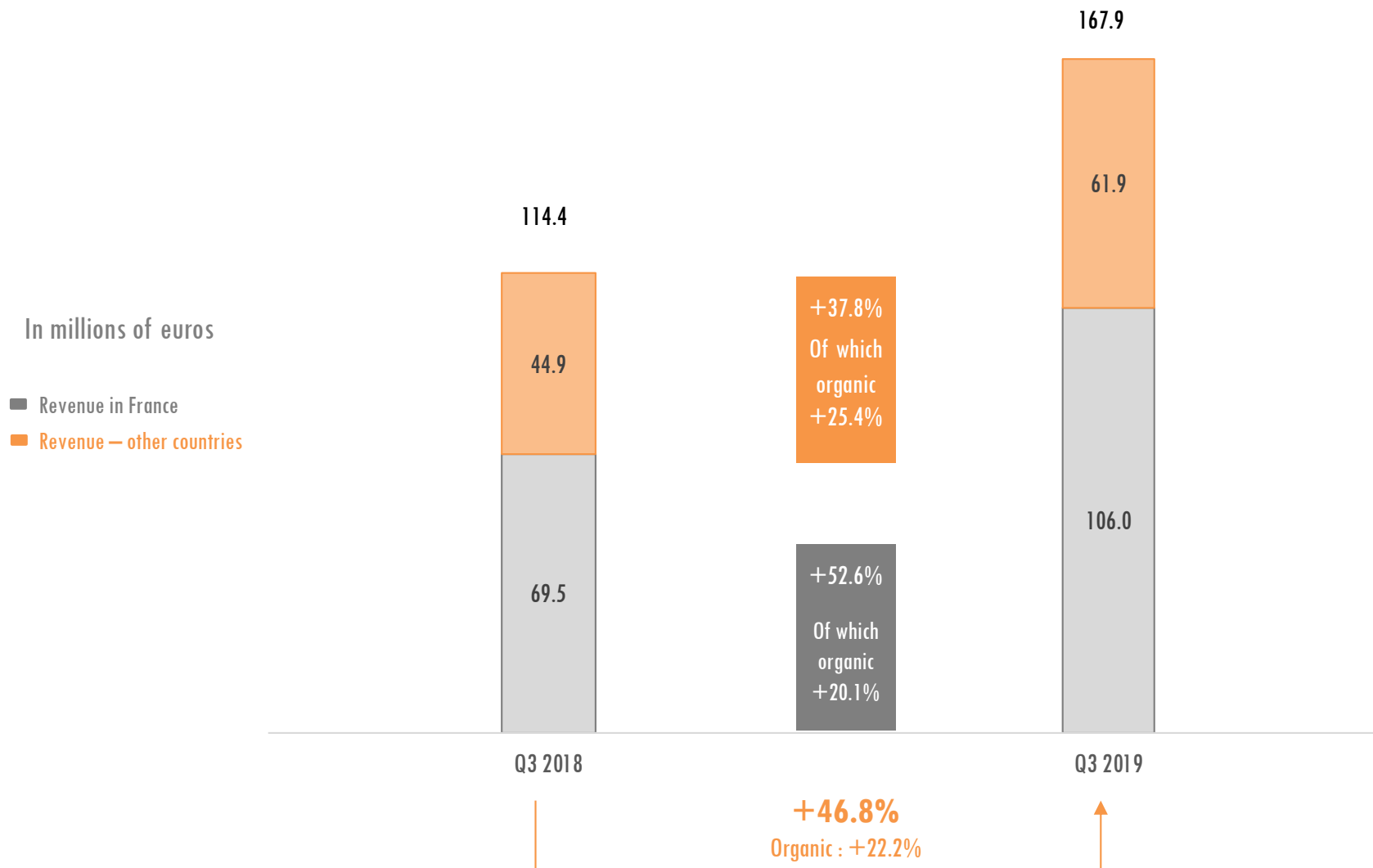
# A NEW GROWTH PHASE SINCE 2015

In millions of euros

■ Revenue in France  
■ Revenue — other countries

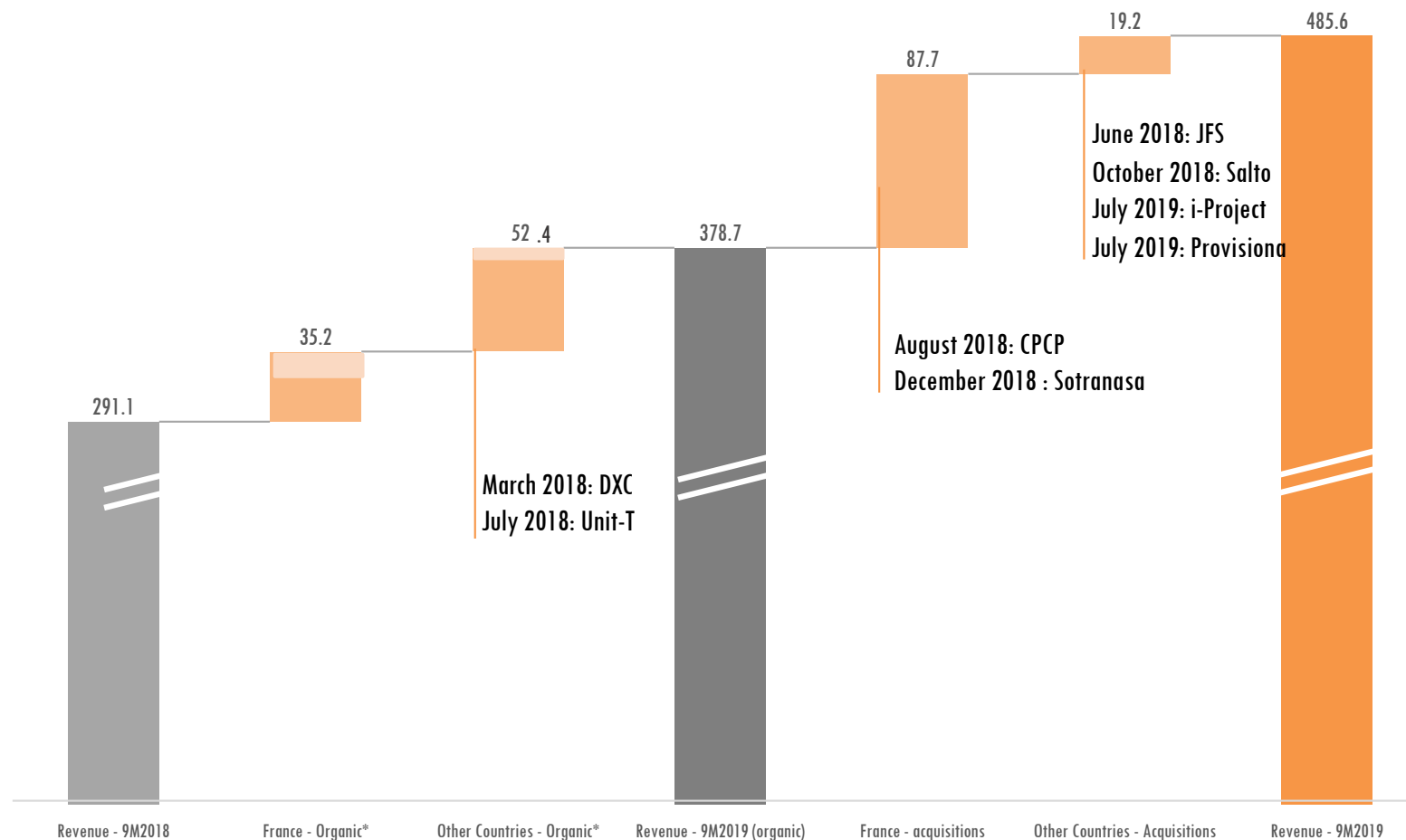


# CONTINUED STRONG GROWTH IN Q3 2019



# 9M 2019 REVENUE: +66.8% (+30.1% ORGANIC)

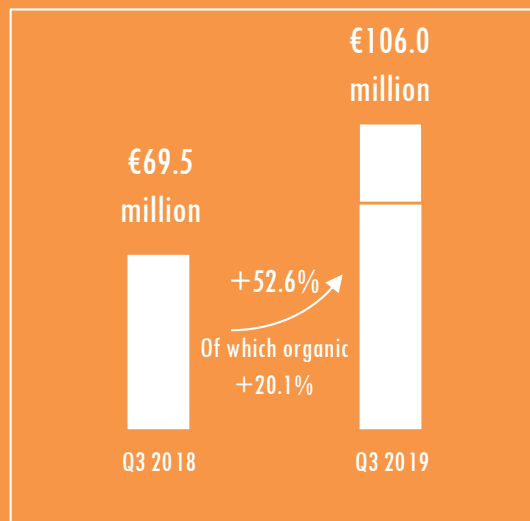
In millions of euros



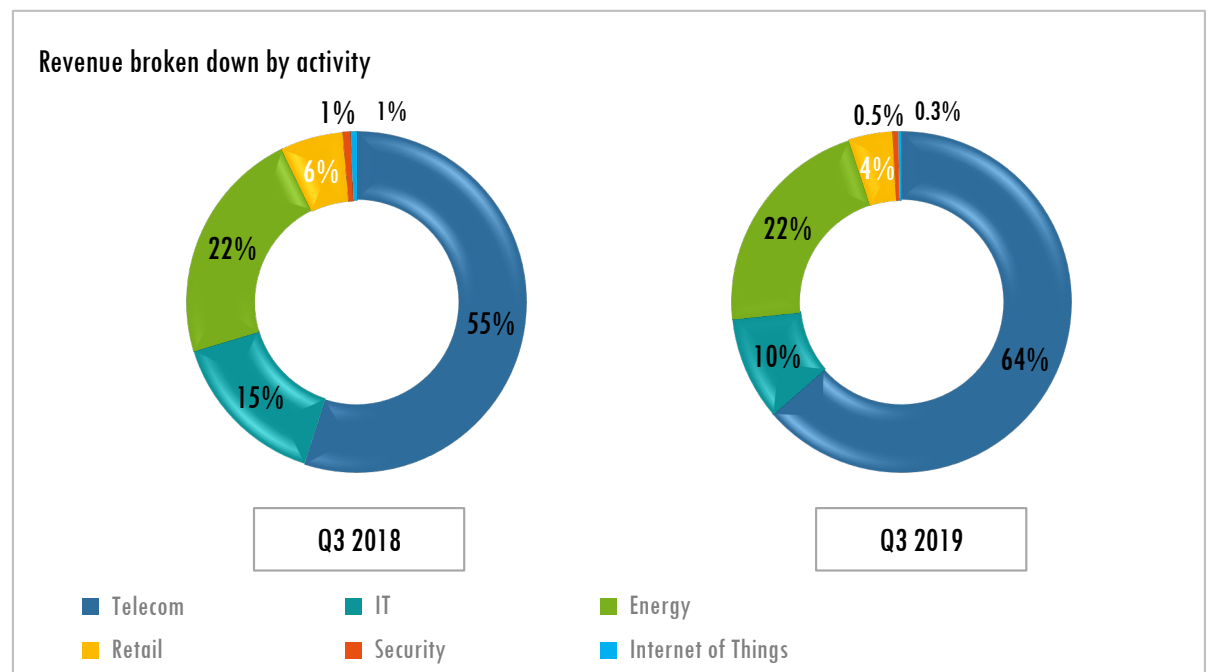
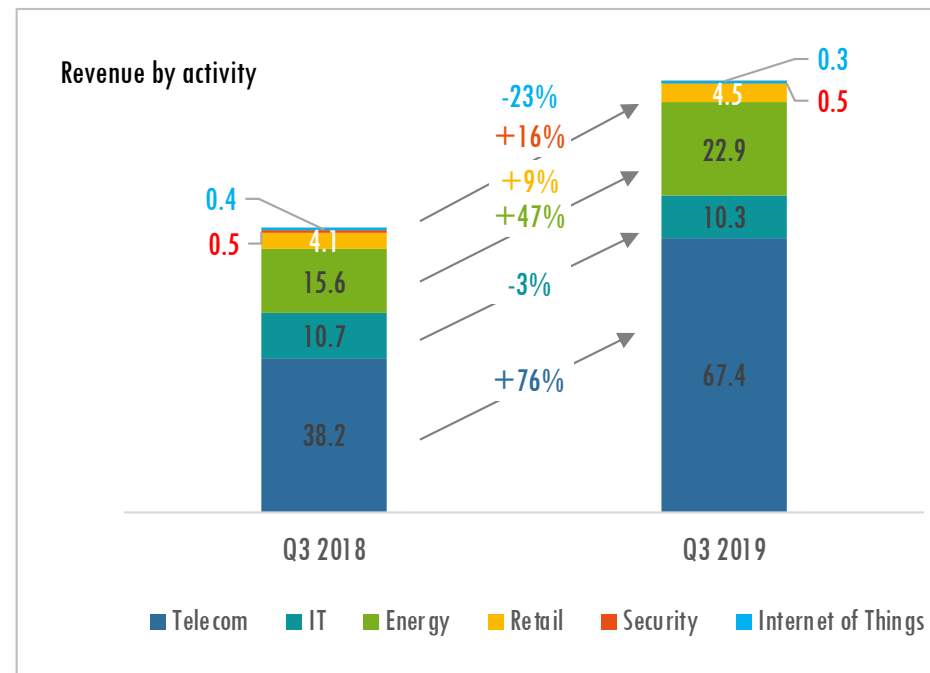
\* Organic growth from acquired companies



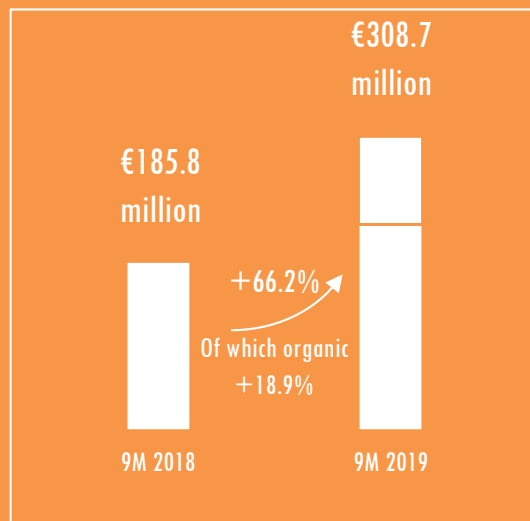
# FRANCE Q3 2019



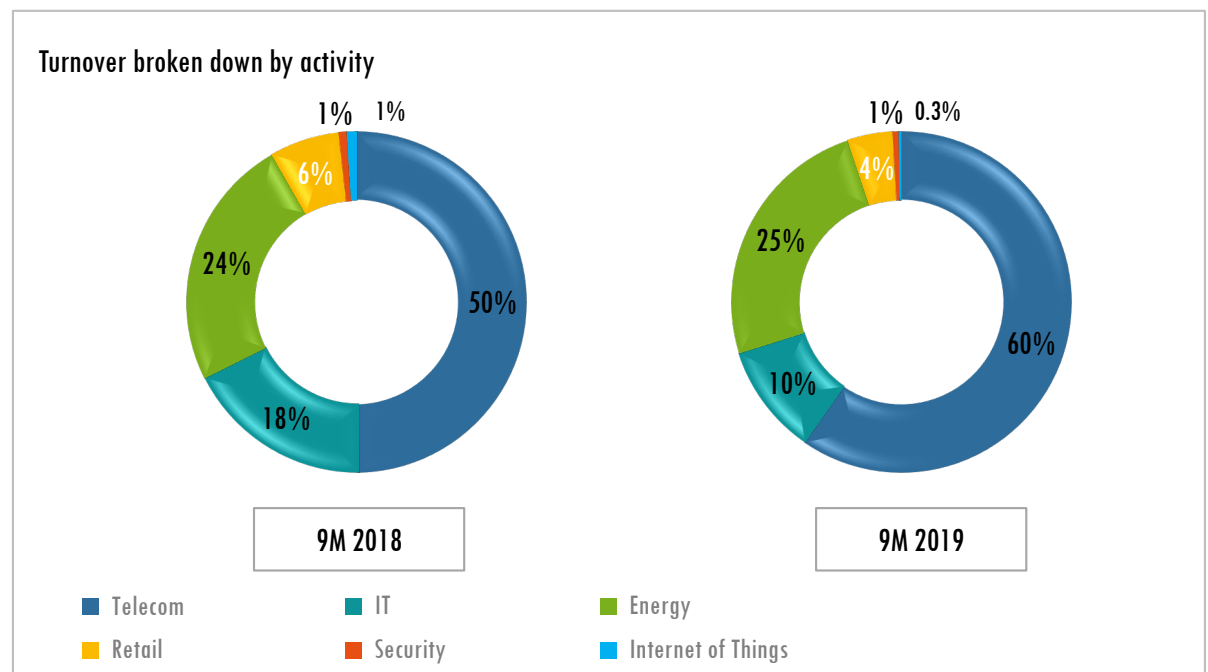
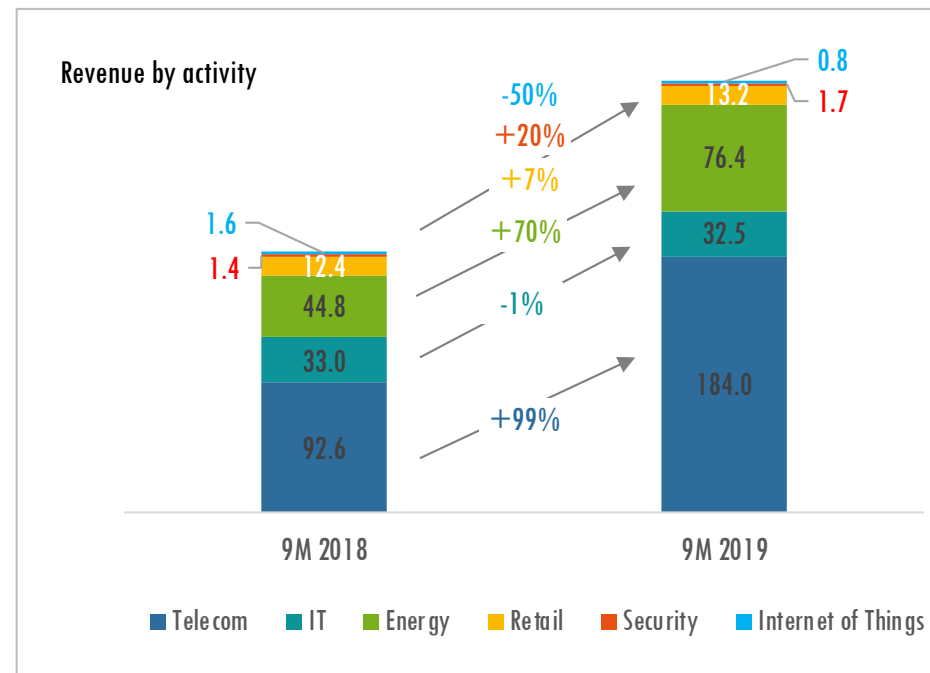
In millions of euros



# FRANCE 9M 2019



In millions of euros



FRANCE  
9M 2019

Growth keeps being  
driven by telecom &  
energy

In millions of euros

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**TELECOM : +99 %**

- 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 : +70%**

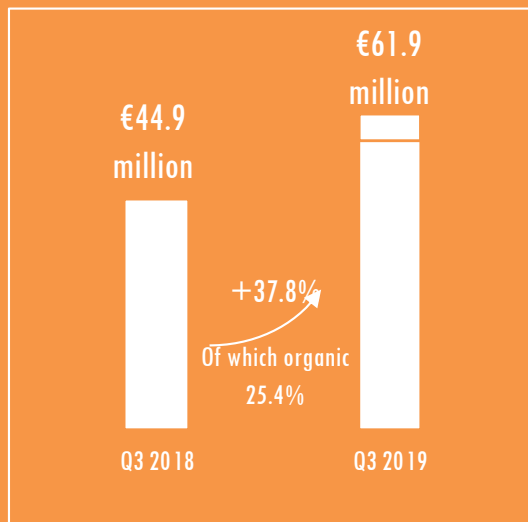
- Roll-out of gas and electric smart meters
- New markets penetration :
  - Charging stations : preferred supplier for EDF “electric mobility plan” throughout Europe, established partnership with Alfen for the deployment of charging stations. Many tender offers ongoing

**EXTERNAL GROWTH**

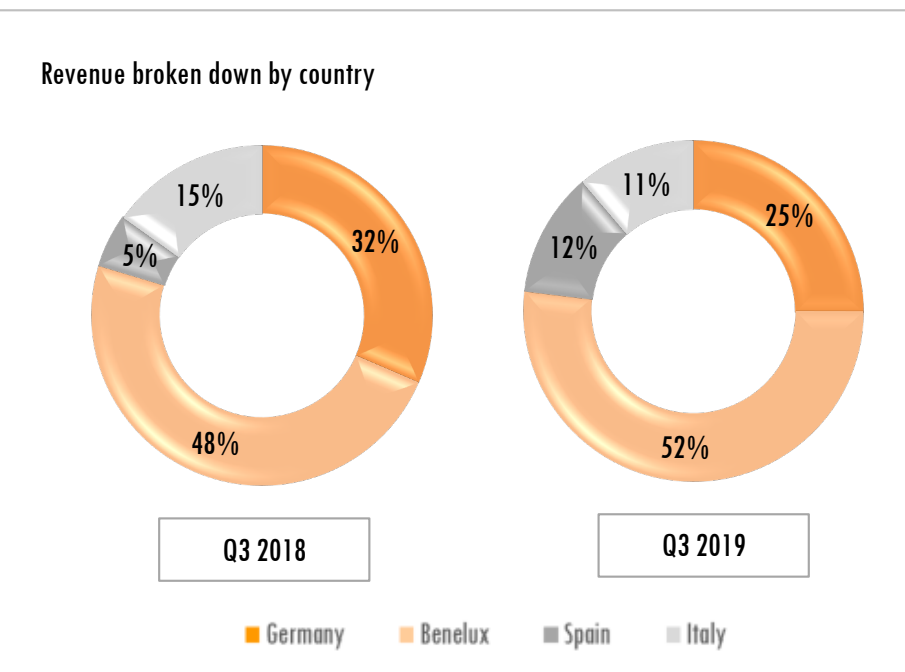
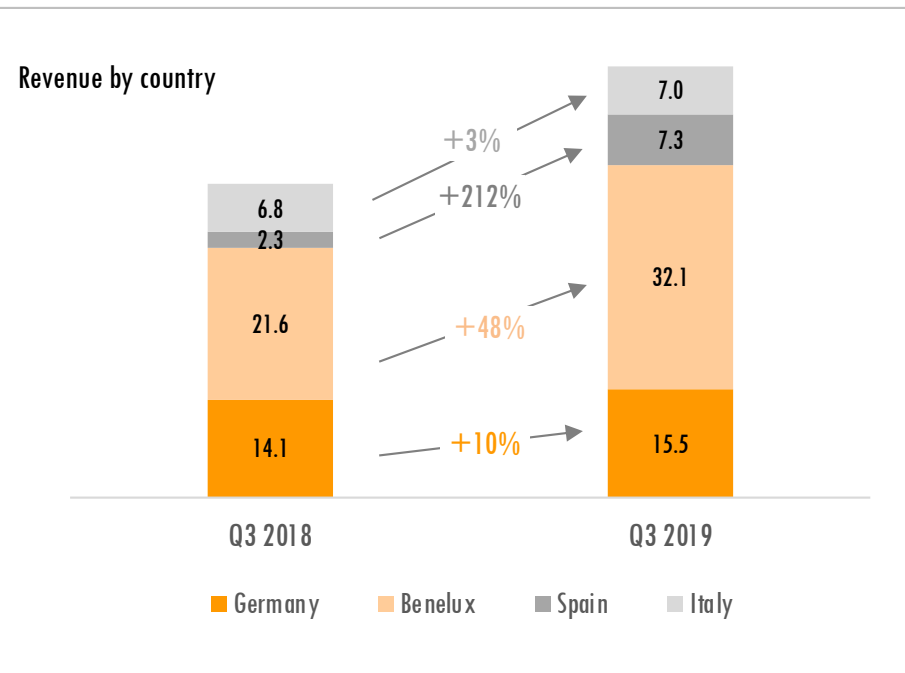
- August 2018: CPCP
  - December 2018 : Sotranasa
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# OTHER COUNTRIES Q3 2019

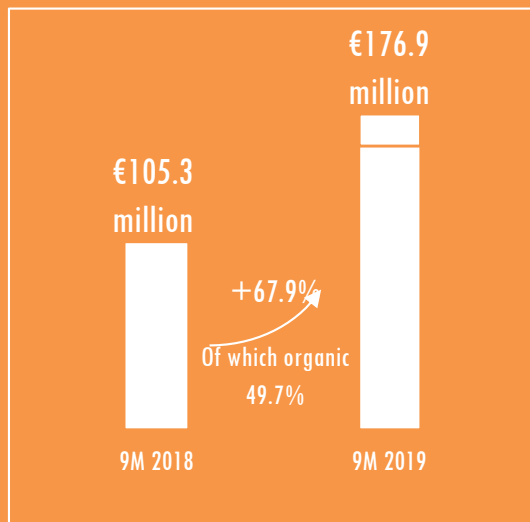


In millions of euros

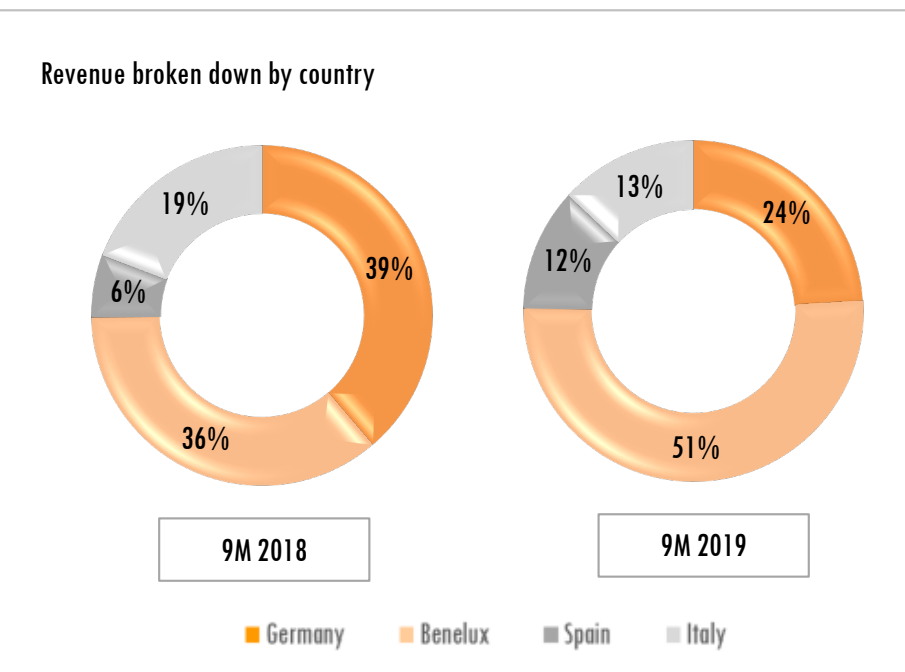
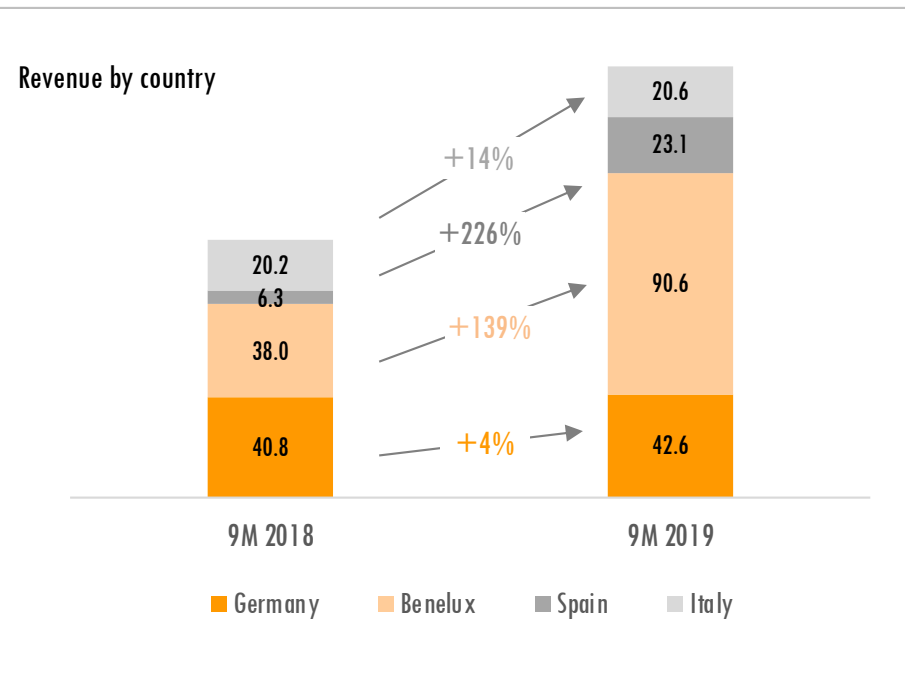


# OTHER COUNTRIES

## 9M 2019



In millions of euros



## OTHER COUNTRIES 9M 2019

Outsourced  
business  
accelerates growth

### **BENELUX: +139%**

- 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: +226%**

- Gained access to Masmovil and increased activities with Vodafone in a mature market
- Strategic move to new markets :
  - 5G through new subsidiary, Provisiona, successful installation of 5G antennas, preparation of sites and transition to 4G+, installation of first antenna for autonomous vehicle
  - IoT with Telefonica

### **ITALY: +14%**

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

### **GERMANY: +4%**

- Increasing volumes with Telecom operators
- 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)

# OBJECTIVES | TOWARDS €1 BILLION TURNOVER

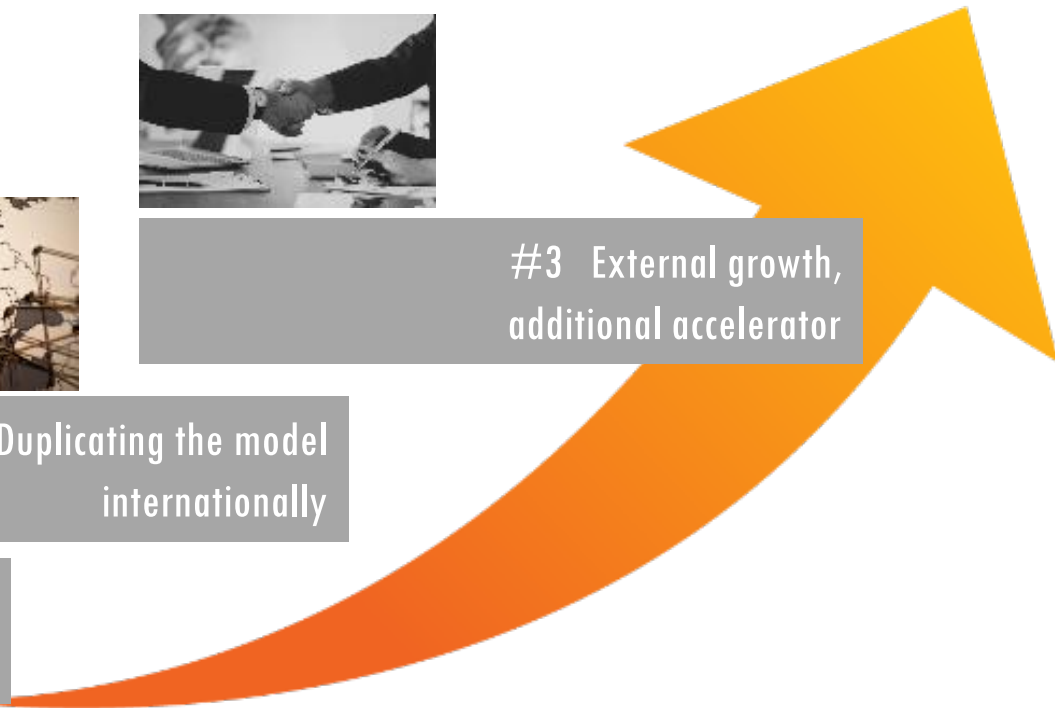
To be the European leader in solutions for the use of new digital technologies and in the deployment of connected objects

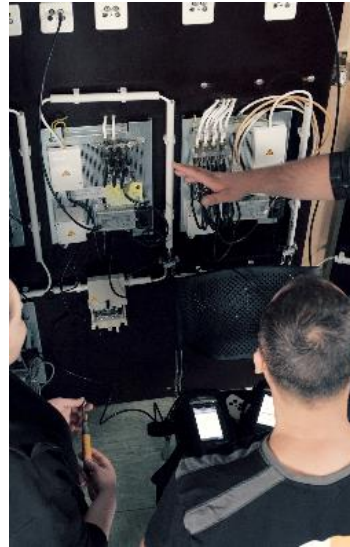


#1 Growth  
of activity in France

#2 Duplicating the model  
internationally

#3 External growth,  
additional accelerator





## SOLUTIONS 30, MARKET LEADER IN LAST MILE SERVICE SOLUTIONS

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### QUESTIONS & ANSWERS

Please submit your questions through  
the space provided below