

# FY and Q4 2019 Revenue Webcast

29 January 2020

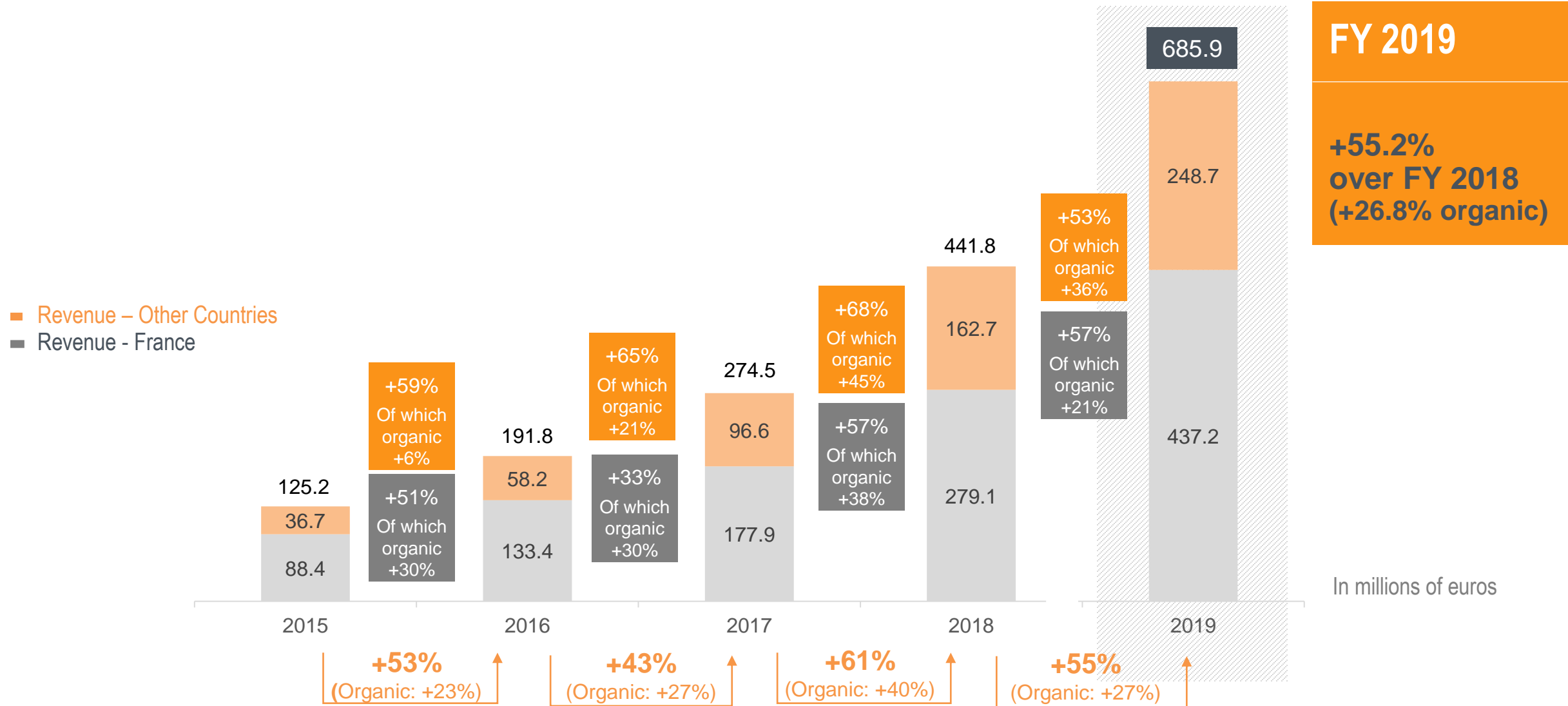


# CONTINUED DYNAMIC GROWTH

**Solutions30**

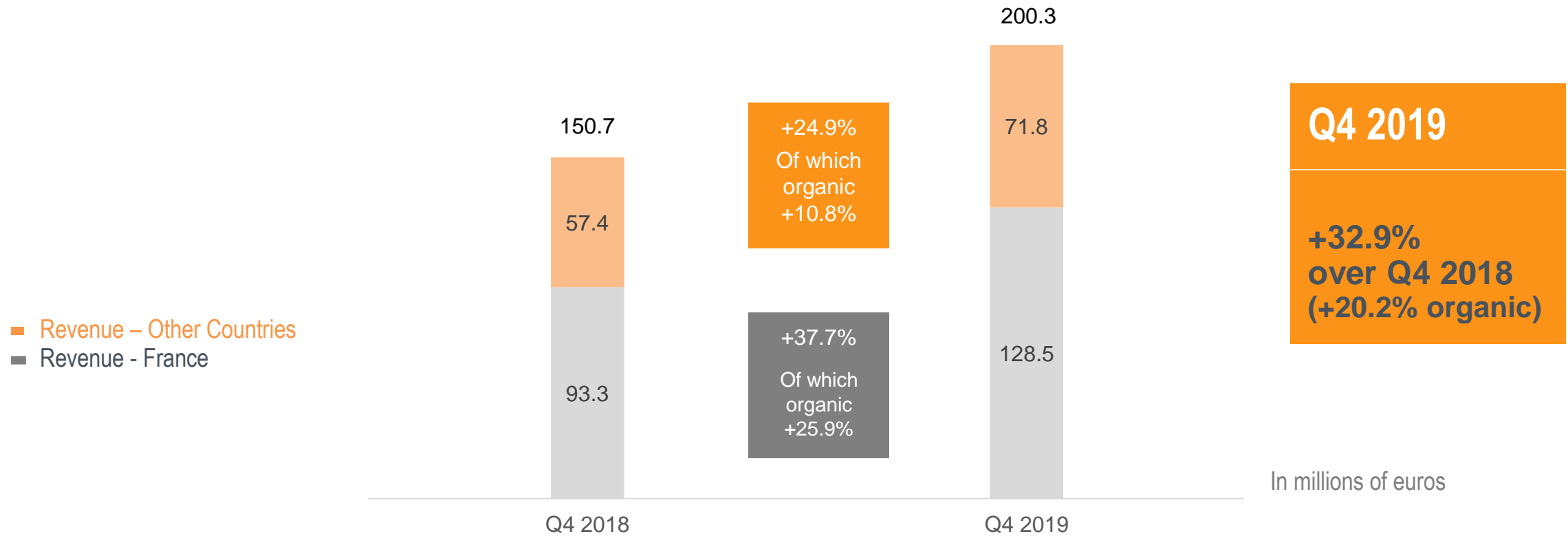
Solutions for New Technologies

# 2019 REVENUE AHEAD OF EXPECTATIONS

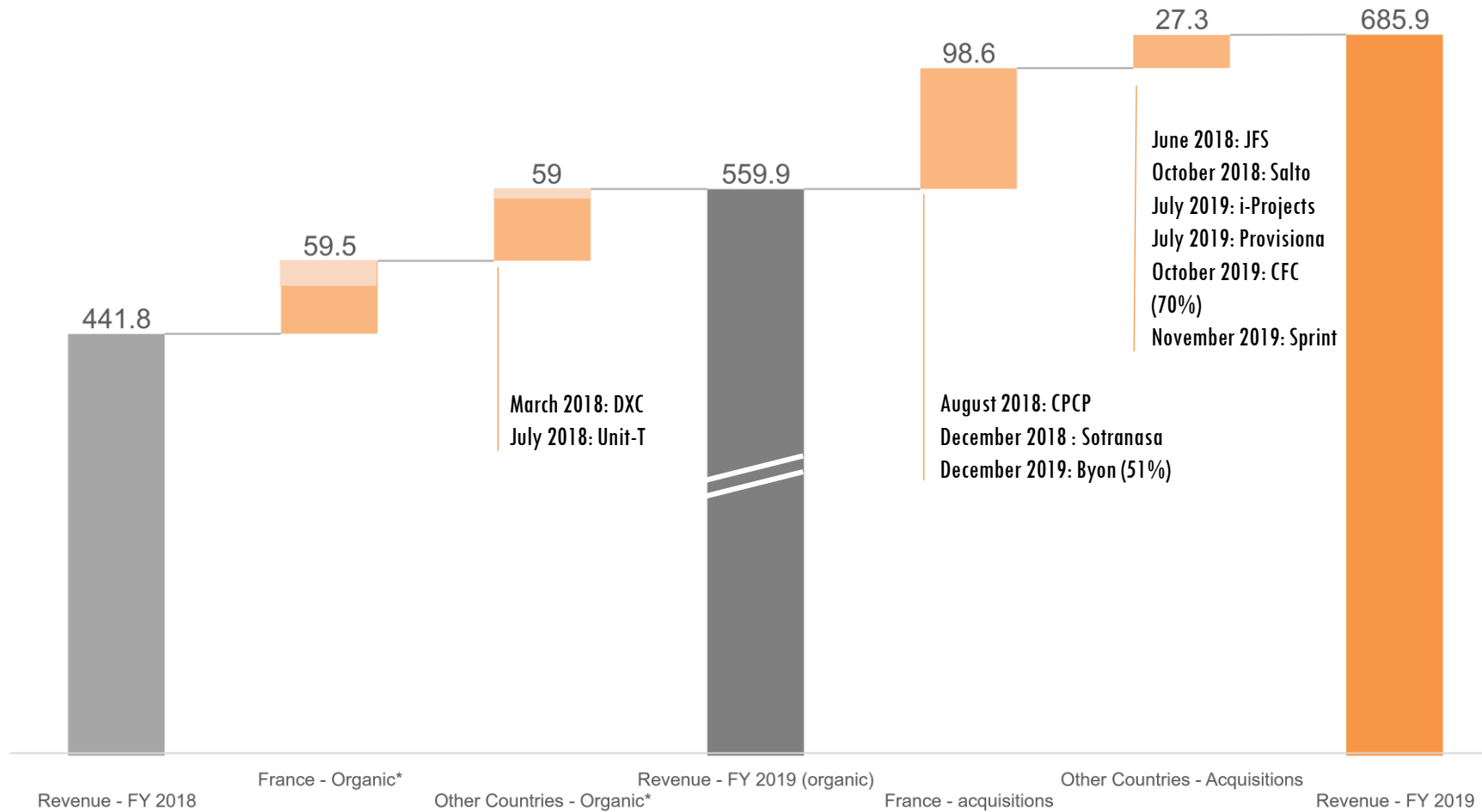




# CONTINUED STRONG GROWTH IN Q4 2019

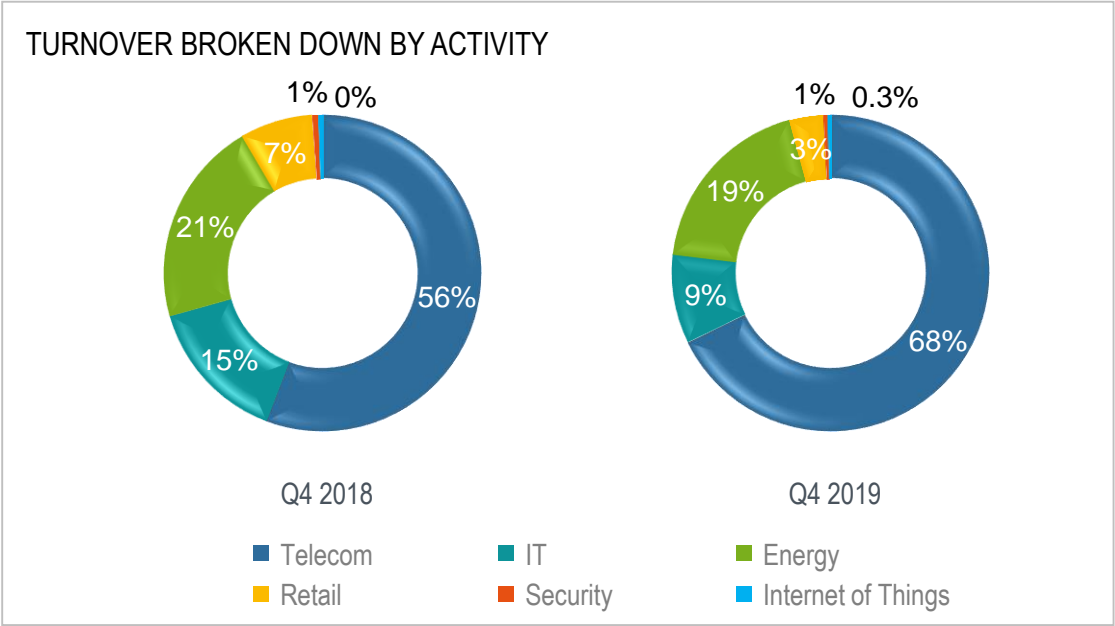
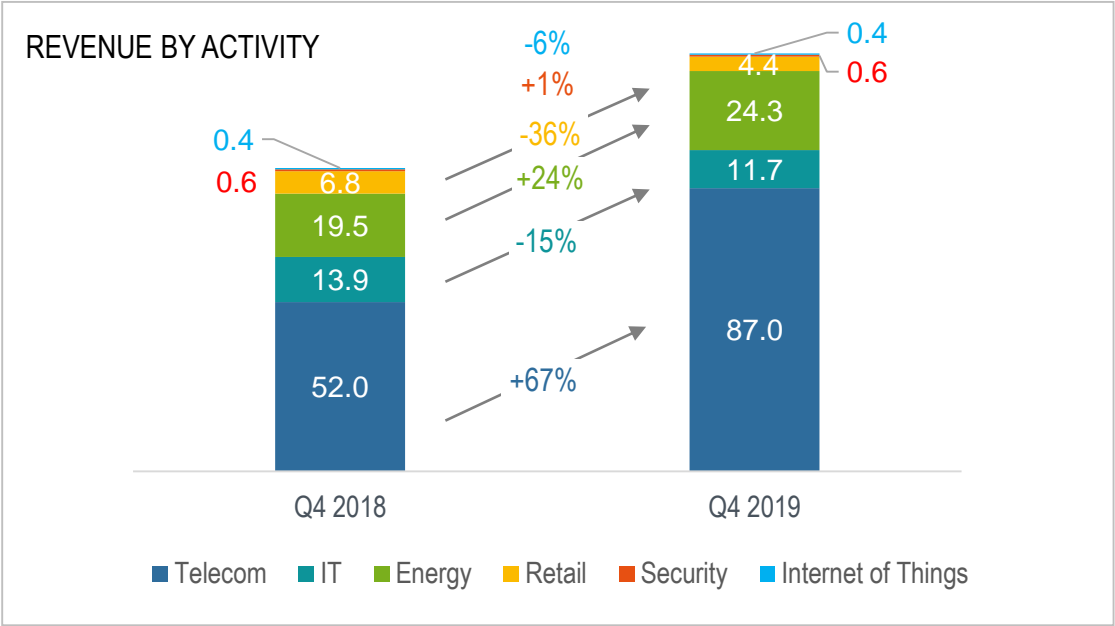
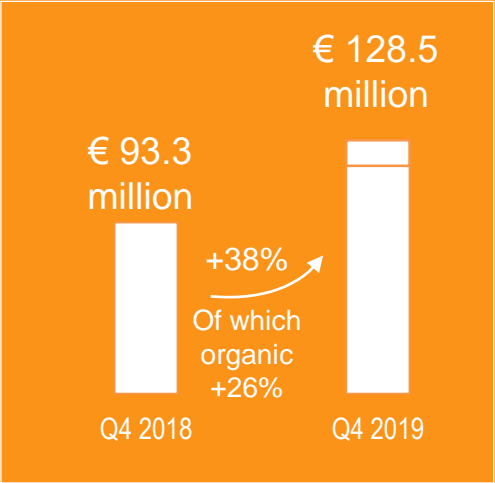


# FY 2019 REVENUE: +55.2% (+26.8% organic)

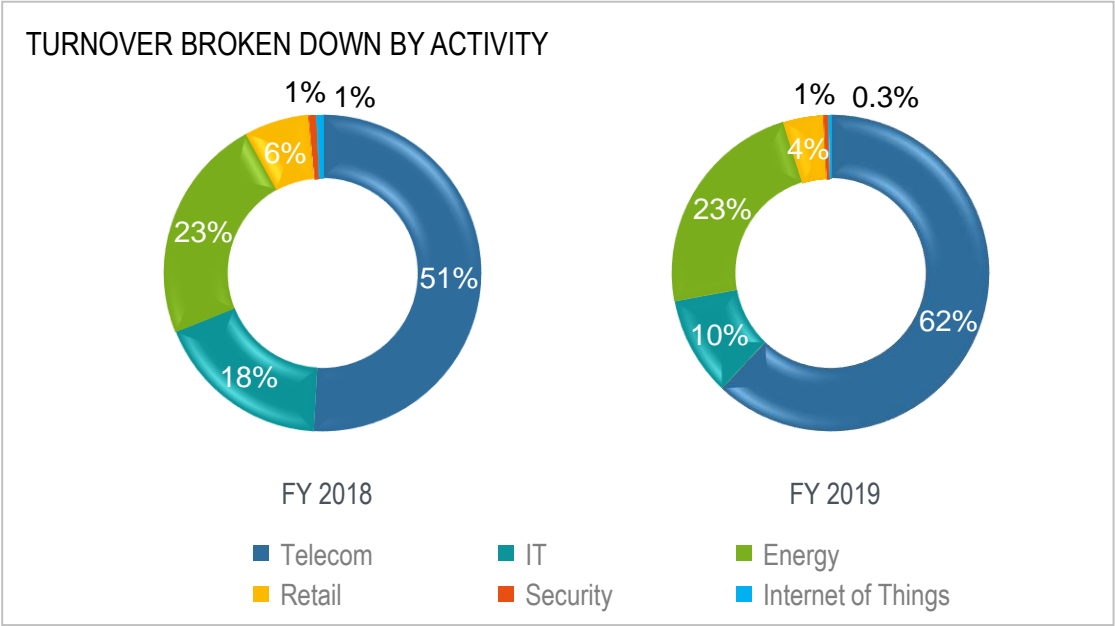
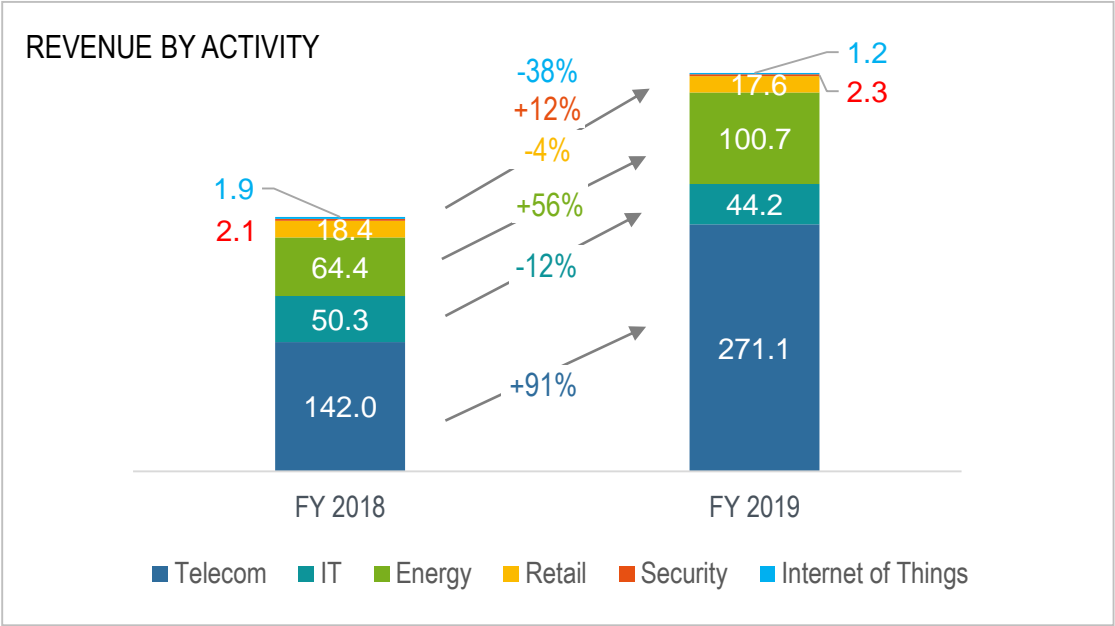
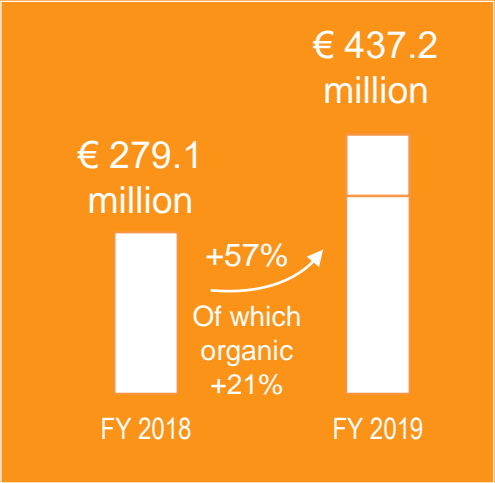


In millions of euros

# FRANCE Q4 2019



# FRANCE FY 2019



# FRANCE FY 2019

Growth keeps  
being driven by  
telecom & energy

## TELECOM : +91 %

- Accelerating growth in Q4, with continued strong FTTH deployment activity
- 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)
- Acquisition of 51% stake in Byon effective December 2019

## ENERGY : +56%

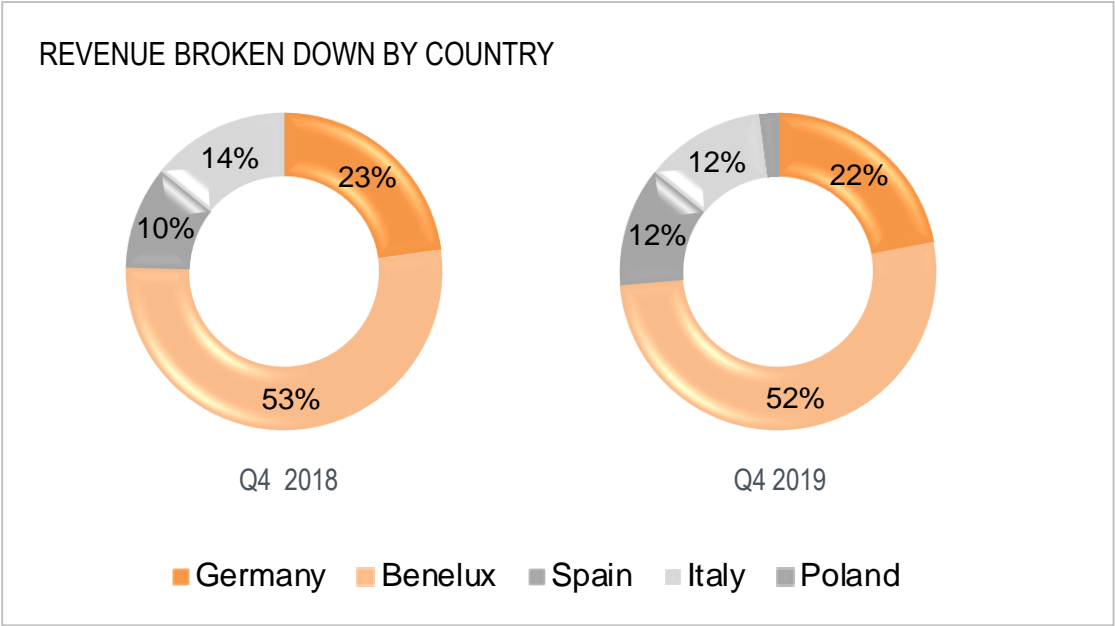
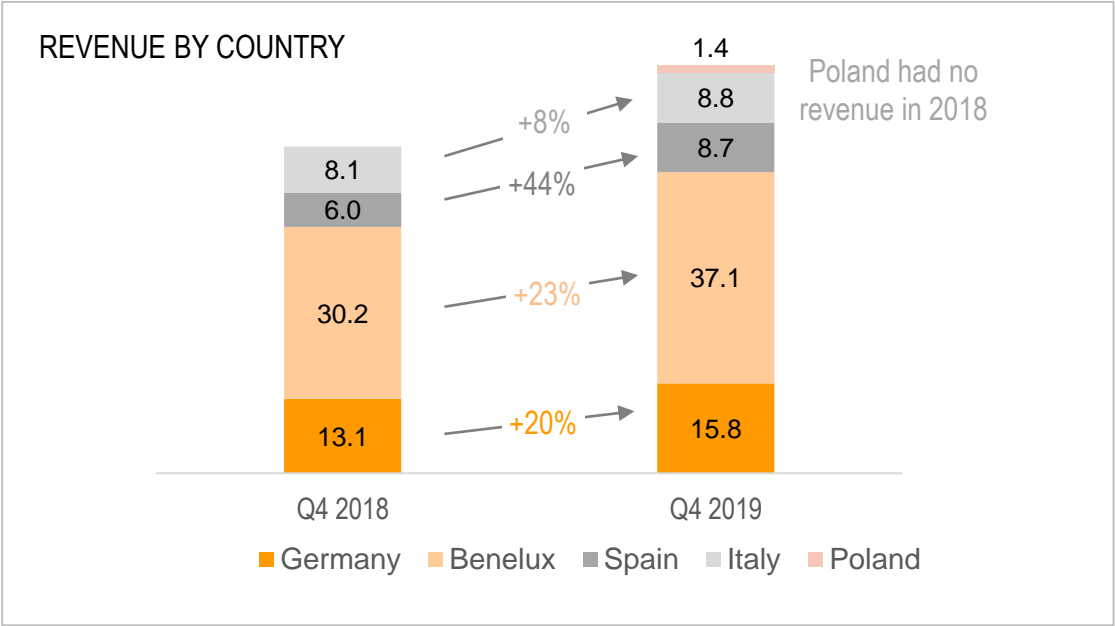
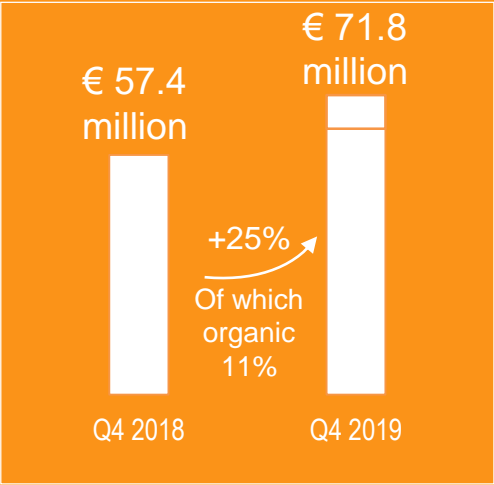
- Roll-out of gas and electricity smart meters continues
- 2019 bolstered by expansion of acquired subsidiaries into the energy vertical
- New markets penetration :
  - Charging stations:  
preferred supplier for EDF “electric mobility plan” throughout Europe, established partnership with Alfen for the deployment of charging stations. Many tender offers ongoing

## EXTERNAL GROWTH

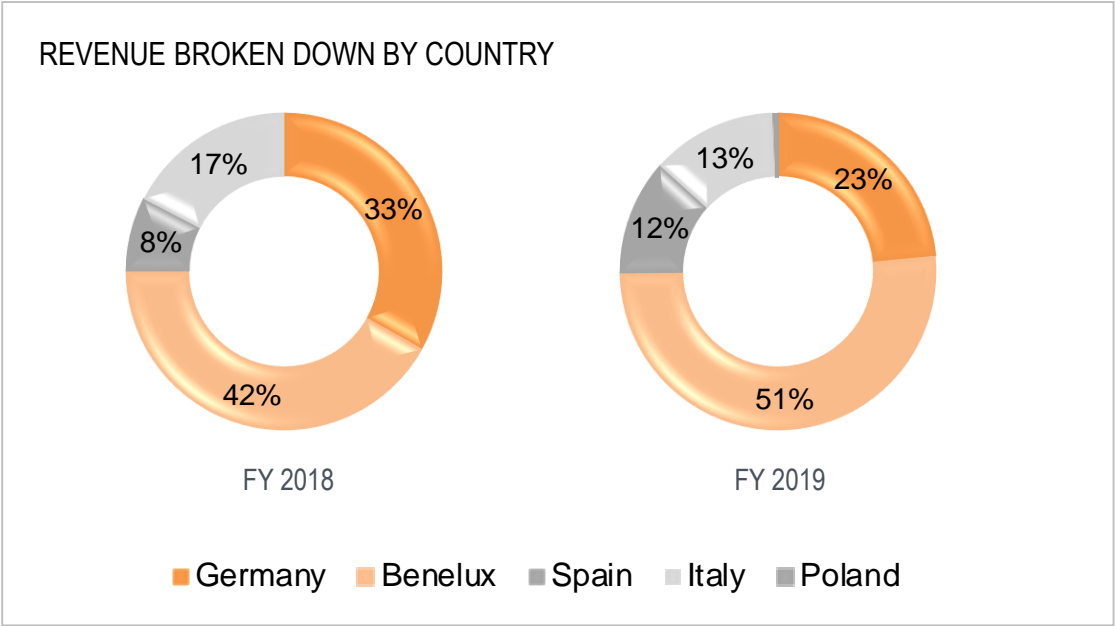
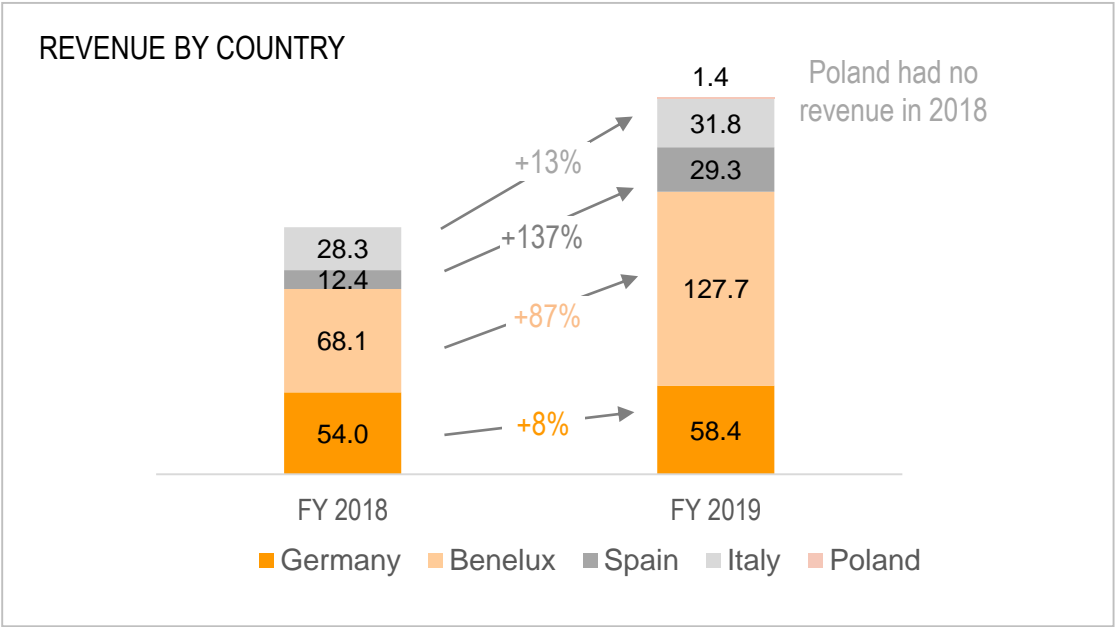
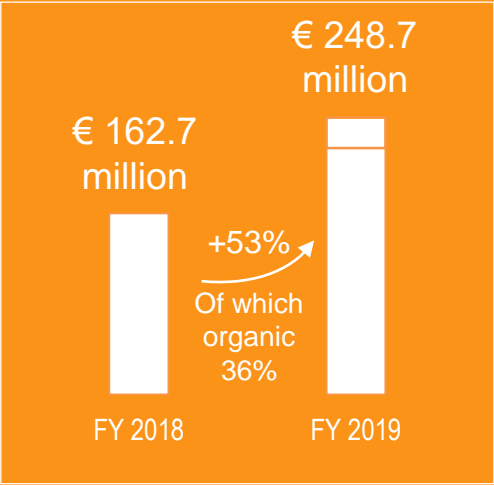
- August 2018: CPCP
- December 2018: Sotranasa
- December 2019: Byon



# OTHER COUNTRIES Q4 2019



# OTHER COUNTRIES FY 2019



# OTHER COUNTRIES FY 2019

Outsourced  
business  
accelerates growth

## **BENELUX: +87%**

- Surpassed the €100m revenue mark in 2019
- Increased investment expected in The Netherlands, acquired i-Projects
- New markets opening: smart meters & EV charging

## **SPAIN: +137%**

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

## **ITALY: +13%**

- Won first contract with ENEL for the maintenance of EV charging stations
- Q4 organic growth burdened by the sale of DXC activity
- Acquisition of a majority stake in CFC Italia

## **GERMANY: +8%**

- Start of a significant contract for smart meter deployment
- Increasing volumes with Telecom operators, leveraging regional density
- Strong year end with 20% organic growth in Q4

## **POLAND**

- Market entry in 2019 through acquisition of telecom activities of Sprint
- Interesting organic and external opportunities

## 2020 OUTLOOK

Another year of double digit,  
profitable growth

## MID-TERM TARGET

€1bn revenue

### ACQUISITIONS THAT WILL CONTRIBUTE TO 2020 GROWTH:

Country	Name	Consolidation date	Revenue at acquisition	Comment
France	Byon (51%)	1 Dec 2019	n/a	Access to €40m of contracts over three years in FTTH
Spain	Provisiona	1 Jul 2019	€3m	Active in the provision of 5G-deployment services.
Benelux	i-Projects	1 Jul 2019	€11m	Active across all verticals in the Netherlands
Italy	CFC	1 Oct 2019	€6m	Broadening IT service offer in Italy
Poland	Sprint	31 Oct 2019	€8m	Market entry through Orange
Poland	Elmo	1 Jan 2020	€15m	Market entry through Orange



# IFRS REPORTING AND UPLISTING

**Solutions30**

Solutions for New Technologies

# IFRS TRANSITION AND LISTING ON REGULATED MARKET

- Solutions 30 will report its full year 2019 results under IFRS
- Listing on the Regulated Market of Euronext expected for 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 financial results *(subject to change)*.

<b>GOODWILL/BADWILL</b>	<ul style="list-style-type: none"><li>▪ No goodwill amortization under IFRS (EUR 3.3m in 2018)</li><li>▪ Purchase price allocation to be realised within the 12 months following an acquisition in IFRS vs 18 months in LUX GAAP</li></ul>
<b>OPERATING LEASES</b>	<ul style="list-style-type: none"><li>▪ IFRS 16 introduction means operating leases recognized on balance sheet and depreciated in P&amp;L. Impact of car leases estimated at c EUR 40m on balance sheet.</li><li>▪ Neutral on net income, but changes in P&amp;L (lower opex, higher depreciation)</li></ul>
<b>REVENUE RECOGNITION</b>	<ul style="list-style-type: none"><li>▪ Impact limited (c €2.3m in FY 2019), mostly related to leasing of payment terminals and smaller project-work</li></ul>
<b>STOCK OPTIONS</b>	<ul style="list-style-type: none"><li>▪ Stock options are booked as an expense and valued at fair value at the grant date</li></ul>
<b>CONSOLIDATION METHOD</b>	<ul style="list-style-type: none"><li>▪ Proportional consolidation method is substituted by the equity method in IFRS.</li><li>▪ Impact limited to the consolidation of Janssens Group over 5 months in 2018 (scope of c.8 M€ of revenue in 2018)</li></ul>

## AGENDA

**Full-year results, 2019 & Q1 revenue, 2020**  
**Q2 revenue, 2020**  
**Half-year results, 2020**  
**Q3 revenue, 2020**  
**Full-year revenue, 2020**

28 April 2020 at 6:00 pm (CET)  
28 July 2020 at 6:00 pm (CET)  
23 September 2020 at 6:00 pm (CET)  
4 November 2020 at 6:00 pm (CET)  
26 January 2021 at 6:00 pm (CET)

## CONTACT

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