



The background image shows a group of people in a professional setting, with a focus on a person's hand pointing at a tablet. Overlaid on this are several semi-transparent graphics: a large circular gauge chart, a network diagram with nodes and lines, a bar chart, a map of Europe, and icons representing people and location pins. An orange horizontal bar is located in the top right corner.

INVESTOR PRESENTATION

including 2020 H1 Results
September 2020

Solutions30
Solutions for New Technologies

DISCLAIMER



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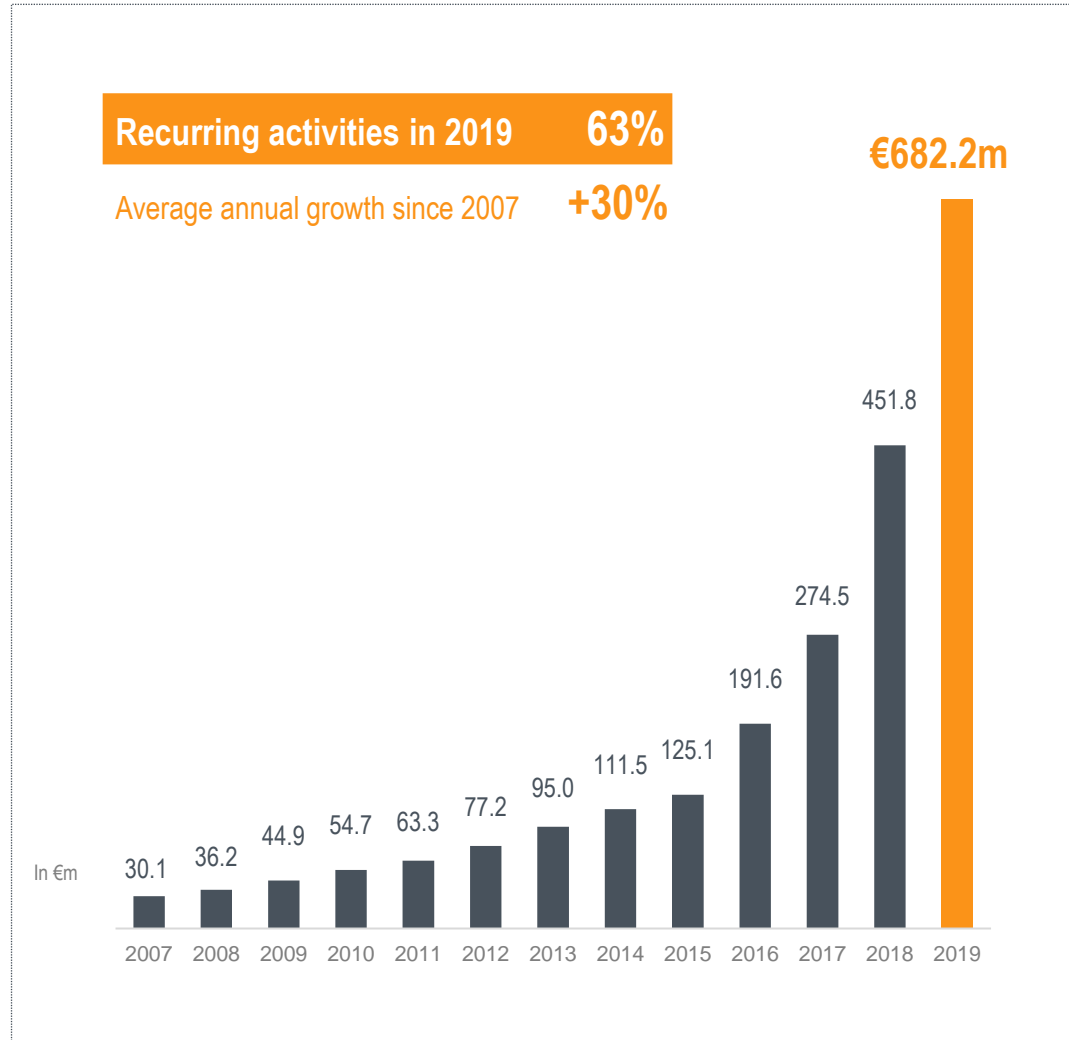
A FAST GROWING EUROPEAN LEADER

DELIVERING FIELD SERVICES
BETTER - FASTER - SMARTER

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A RECURRING REVENUE BASE TO SECURE OUR GROWTH STRATEGY



13.5%
2019 EBITDA margin

€1.2m
raised at IPO

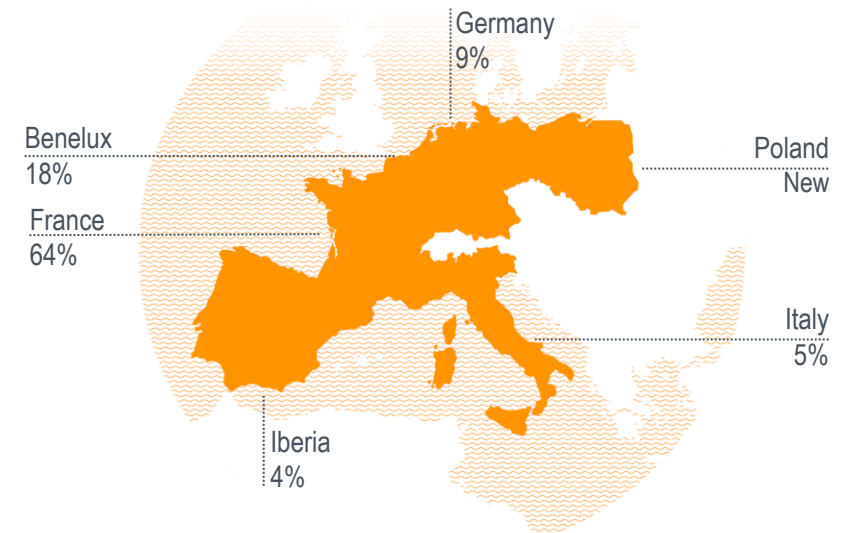
+50%
CAGR since 2015

2003
Creation Date

11,000 personnel
6,800 direct employees

60,000
call-outs per day

EUROPEAN FOOTPRINT



THREE LONG-TERM TRENDS FOR SUSTAINABLE GROWTH



ENERGY TRANSITION

- Deployment of smart meters to better predict and control energy consumption
- Installation of EV charging stations to support the development of e-Mobility
- Adaptation of electrical grids to multiple sources of energy, including renewable energy

DIGITAL ECONOMY

- Increasing demand for high speed Internet due to the digital transformation of our working and everyday lives
 - Multiplication of screens and simultaneous connections, enriched contents, multiplication of data, social media, remote working...
 - Smart city, Industry 4.0, Smart building, autonomous vehicles, IoT...

SEARCH FOR PRODUCTIVITY GAINS

- Increased outsourcing of non-core activities in order to lower cost base
- Consolidation in a fragmented market due to the rationalisation in the number of suppliers (economy of scale / easier to manage) and economic fragility of some players



INCREASING NEED FOR SERVICES

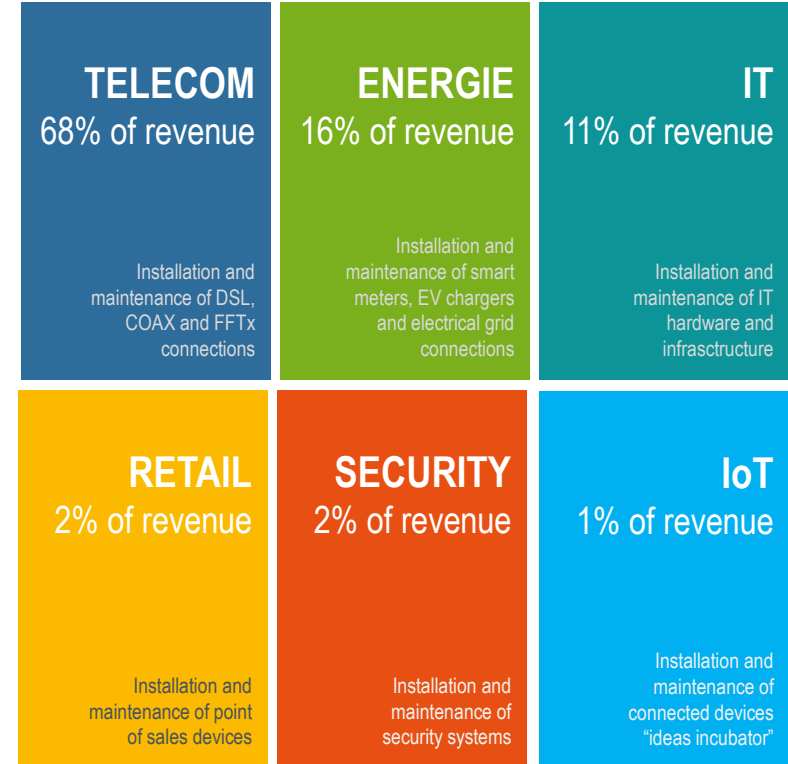
1 CORE BUSINESS, 6 GROWING VERTICALS

We provide one-stop-shop solutions to end-clients, both individuals and enterprises, on behalf of large technology companies.



We accelerate the transition to digital by delivering “last mile” solutions, including connected equipment deployment and assistance.

6 VERTICALS



% of 2019 revenue

SOLUTIONS 30 OFFERS EFFECTIVE FIELD SERVICES TO ACCELERATE THE TRANSITION TO DIGITAL TECHNOLOGIES

OUR CLIENT NEEDS

Outsourcing of a critical but non-core business to **a trusted partner**

OUR PURPOSE

Delivering field services **better, faster and smarter** in a fast-changing world

OUR CHALLENGE

Maintain a **profitable, efficient and scalable** organisational structure with a constant quality of service.

3 PILLARS FOR AN EFFICIENT AND SCALABLE BUSINESS MODEL

VOLUME

Maximising volumes and recurrence

- Secure high-volume businesses through long-term contracts on diversified markets
- Standardise interventions to maximise economies of scale

DENSITY

Maximising the density of the technician network

- Reach the critical size as fast as possible – first mover advantage
- Lead the market consolidation
- Hire multi-expertise technicians

AUTOMATISATION

Maximising automation through a powerful IT system

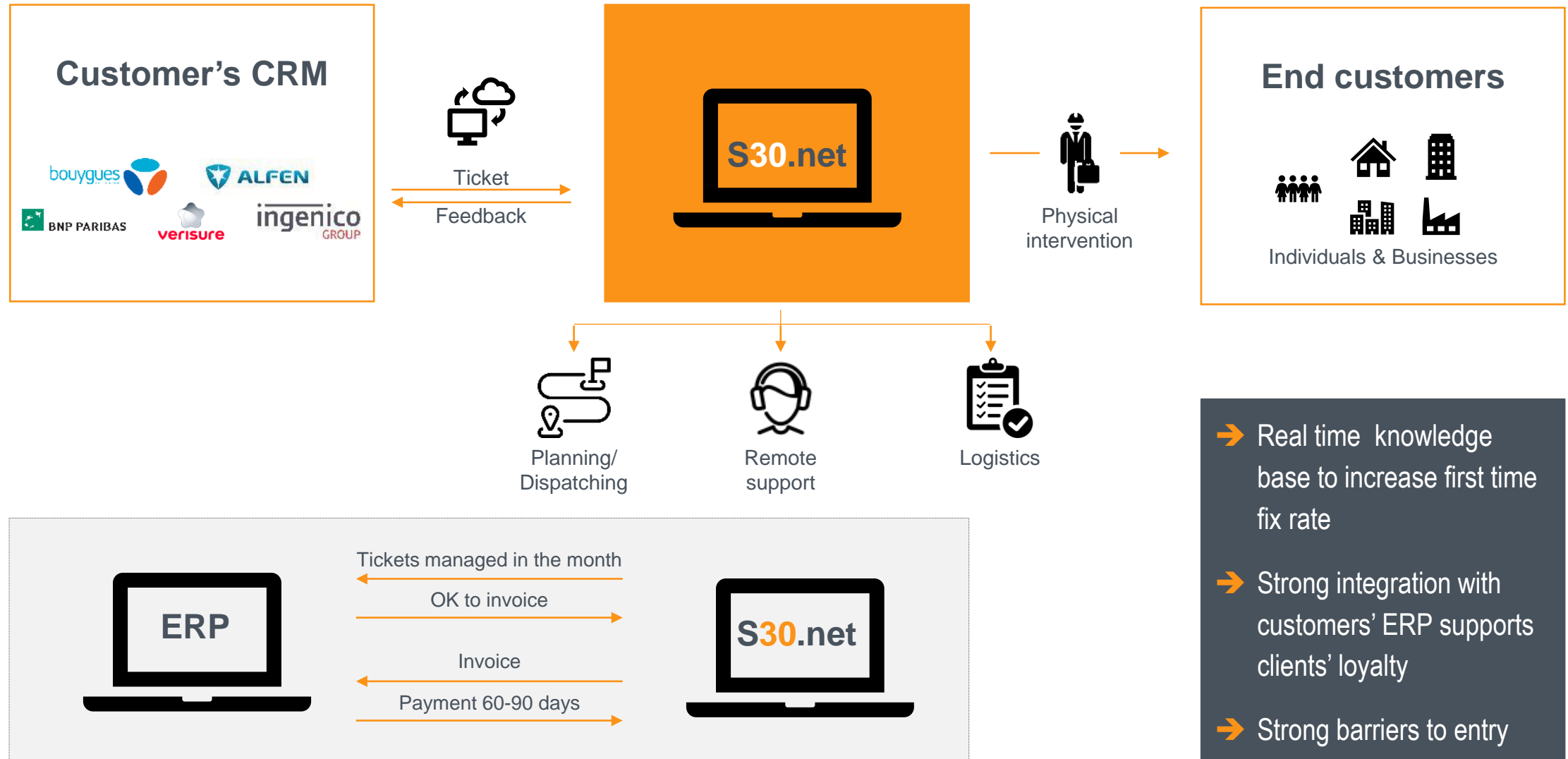
- Automate workforce management and repetitive tasks
- Accelerate integration process of new employees and acquisitions

- ➔ Maximising technicians and business model efficiency
- ➔ A robust development base easy to duplicate on new markets and geographies



Our commitment
BETTER | FASTER | SMARTER

A FULLY AUTOMATED IT PLATFORM



ESTABLISHED PORTFOLIO OF LOYAL CLIENTS

Year of market entry

2003

2003

2011

2011

2009

2009

TELECOMS



ENERGY



IT



RETAIL



SECURITY



IoT





HIGHLY RESILIENT FINANCIAL RESULTS

STRENGTHENING OUR BUSINESS MODEL
WHILE THE DIGITAL TRANSFORMATION IS
ACCELERATING

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STRONG RESILIENCE OF OUR BUSINESS MODEL AND MARKETS

- **Continued implementation of the company's improvement processes**
 - Reporting under IFRS and improved financial communication
 - Transfer to Euronext Paris and integration of SBF120
 - Renewed ESG strategy under implementation
- **Double-digit growth balanced between organic and external**
 - Recurring maintenance activities supported our resilience
 - Volumes dropped by 35% in April but started to gradually go back to normal in May
 - New customers won in all business segments and 5G Key successes
- **Pre-covid trends emerge stronger**
 - June sets new highs and Q3 remains strong
 - FTTH and smart-meters deployments should accelerate in most European countries
 - EV sales are accelerating
 - Strong sales and M&A pipe



CONFIRMATION OF OUR BUSINESS MODEL AGILITY

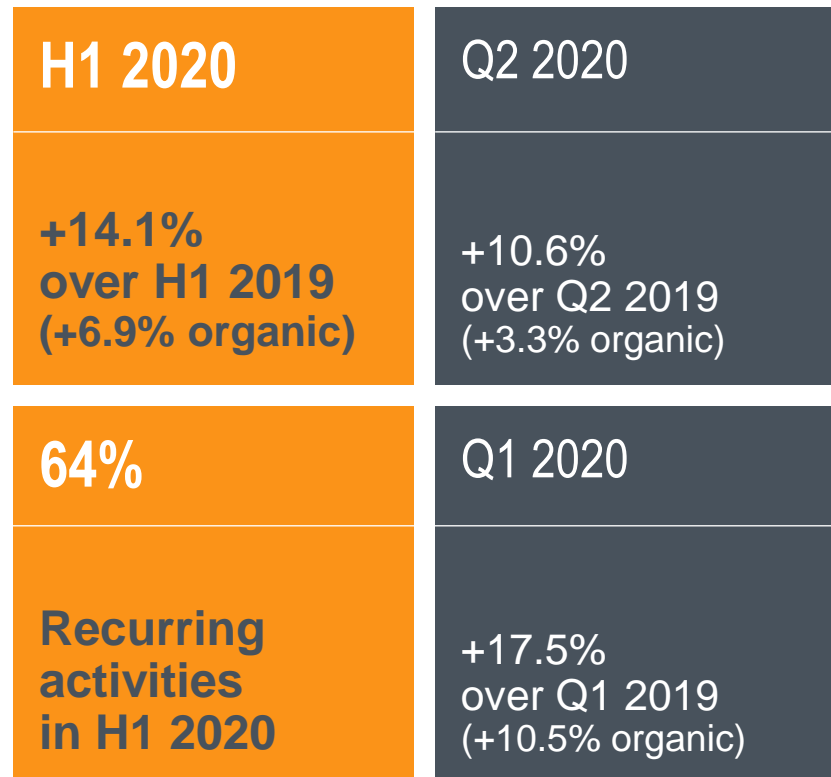
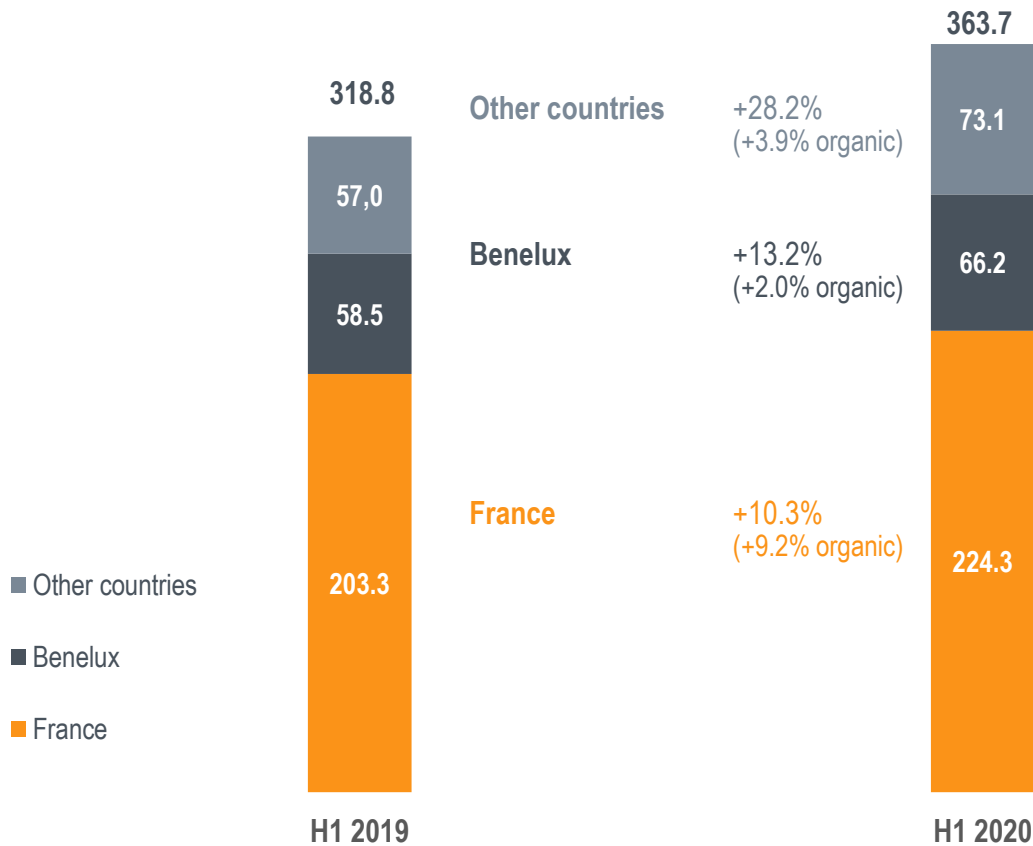


REVENUE	EBITDA	NET DEBT POSITION	FREE CASH FLOW
€363.7m +14% Of which 64% is recurring	€41.5m +2% 11.4% of revenue 8.3% before IFRS16	Net Bank Cash €45.9m Total Net Debt €26.7m	€78.4m 21.6% of revenue

- Highly resilient operational performance despite an unprecedented crisis
 - Service continuity in critical activities during the lockdown with fast recovery as early as mid-May, resulting in double-digit growth for H1 2020
 - Our flexible cost base enabled us to react quickly and to restart faster than competition
- Rigorous cash management, consolidation of our financial position
 - Instructions given to protect our cash and stop all expenses implemented immediately throughout all countries
 - Cost savings and temporary unemployment measures
 - Support from our customers with accelerated payments

➔ **Strengthening of our fundamentals and competitive position**

THE RECURRING BASIS OF OUR REVENUE HAS BEEN A SHOCK ABSORBER DURING LOCK-DOWN



In millions of euros

ADJUSTED EBITDA MARGIN OF 11.4%

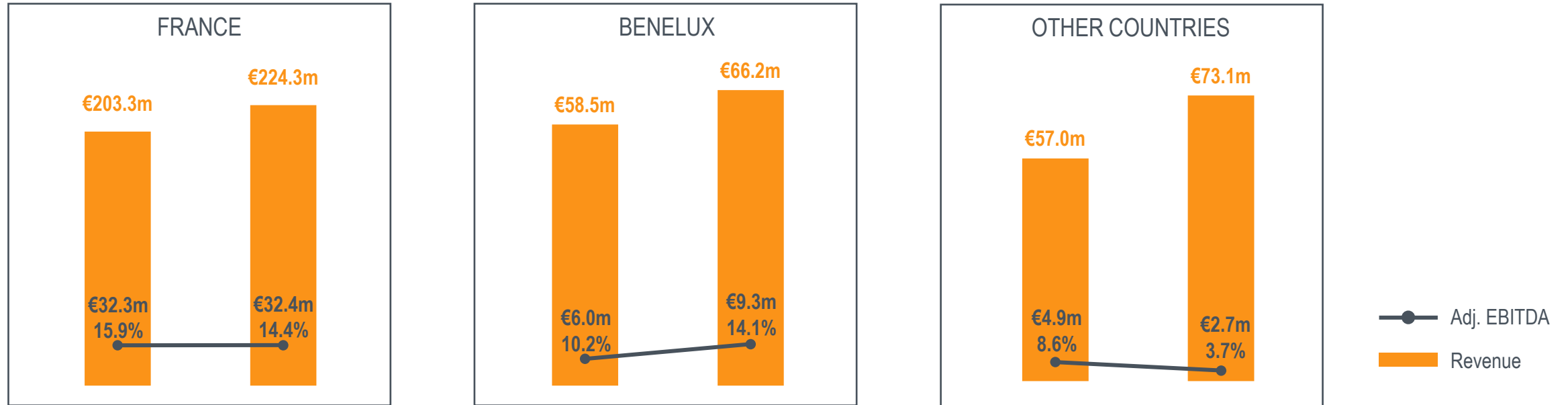
€ millions	HY 2020	HY 2019	Change
Revenue	363.7	318.8	+14%
Operational costs	284.2	249.3	+14%
As % of turnover	78.2%	78.2%	
Central org. costs	37.9	28.9	+31%
As % of turnover	10.4%	9,1%	
Adjusted EBITDA ⁽¹⁾	41.5	40.6	+2%
As % of revenue	11.4%	12.7%	
Operational depreciation	-19.7	-16.1	+23%
As % of revenue	-5.4%	-5.0%	
Adjusted EBIT ⁽¹⁾	21.8	24.5	-11%
As % of revenue	6.0%	7.7%	

(1) Correction of elements considered by the company as being exceptional or non-recurring to provide a better reading of operational performance
Adjusted EBITDA: Earnings before interest, taxes, depreciation, and amortization, as well as non-recurring income and expenses
Adjusted EBIT: Operating income before amortization of customer relationships, including customer relationships, and non-recurring income and expenses.

- **Continued cost control**
 - Favourable impact of temporary unemployment measures
 - Adjustment of outsourcing resources, with optimised balance between direct personnel and subcontractors
- **Limited impact of the Covid situation on profitability**
 - 1.3 pp vs. HY2019

In millions of euros

ADJUSTED EBITDA PER GEOGRAPHY



- Overall impact of lockdowns limited to 1.3 pp on EBITDA margins but margins below normative levels in all countries
- Impact in France limited to 1.5 pp despite sudden drop in activity during the 2-month lockdown
- Favourable base effect in Benelux due to the learning curve of Unit-T (major contract won in July 2018)
- Conjunction of negative effects in other countries
 - Italy and Spain severely hit by the lockdown
 - Germany margins sub optimal because critical size is not reached yet
 - Start-up effect in Poland

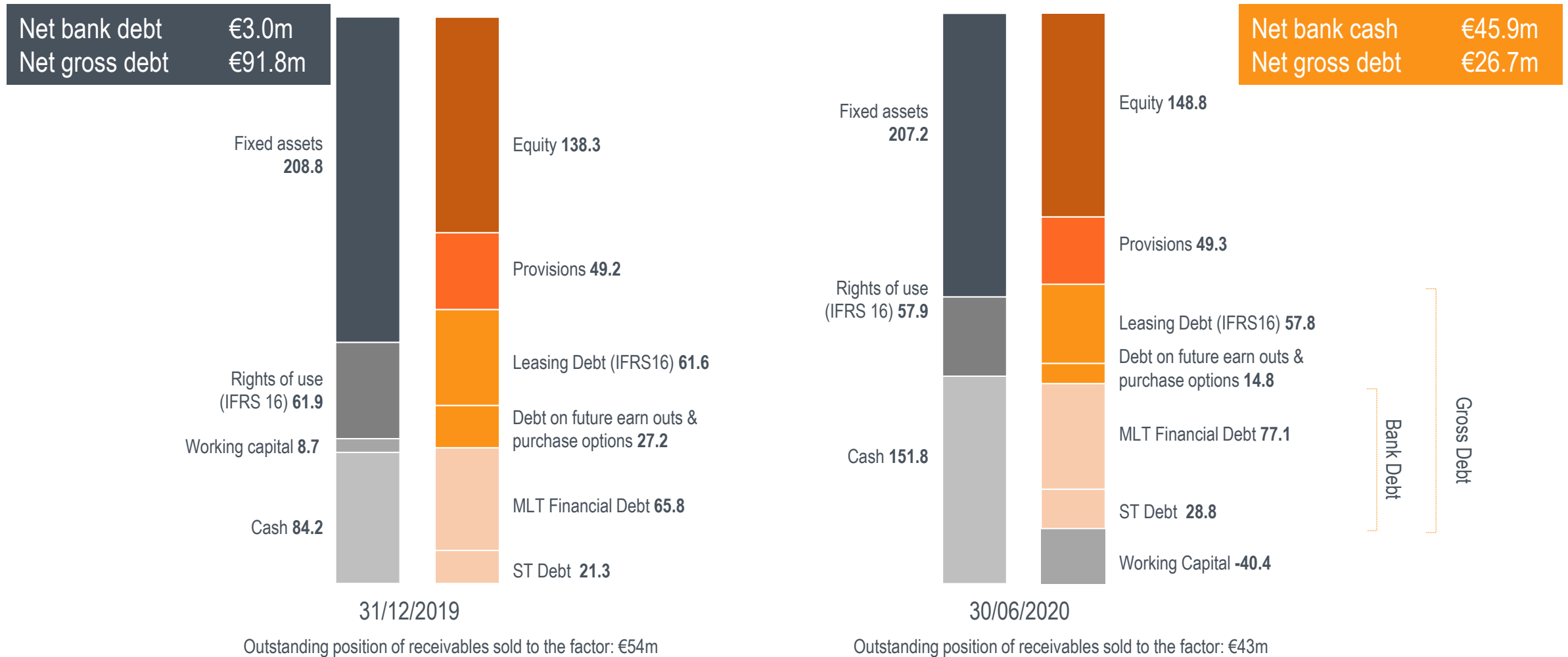
NET INCOME (GROUP SHARE) OF 2.9%

€ millions	HY 2020	HY 2019	Change
Adjusted EBIT	21.8	24.5	-11%
Amortisation of intangibles	-5.7	-4.7	+21%
Financial result	-2.0	-1.0	+100%
Non-recurring items	0.3	0.0	
Corporate taxes	-3.8	-3.5	+11%
Consolidated net income	10.5	15.3	-31%
<i>As % of revenue</i>	2.9%	4.8%	
Net income (group share)	10.5	15.5	-32%
<i>As % of revenue</i>	2.9%	4.9%	

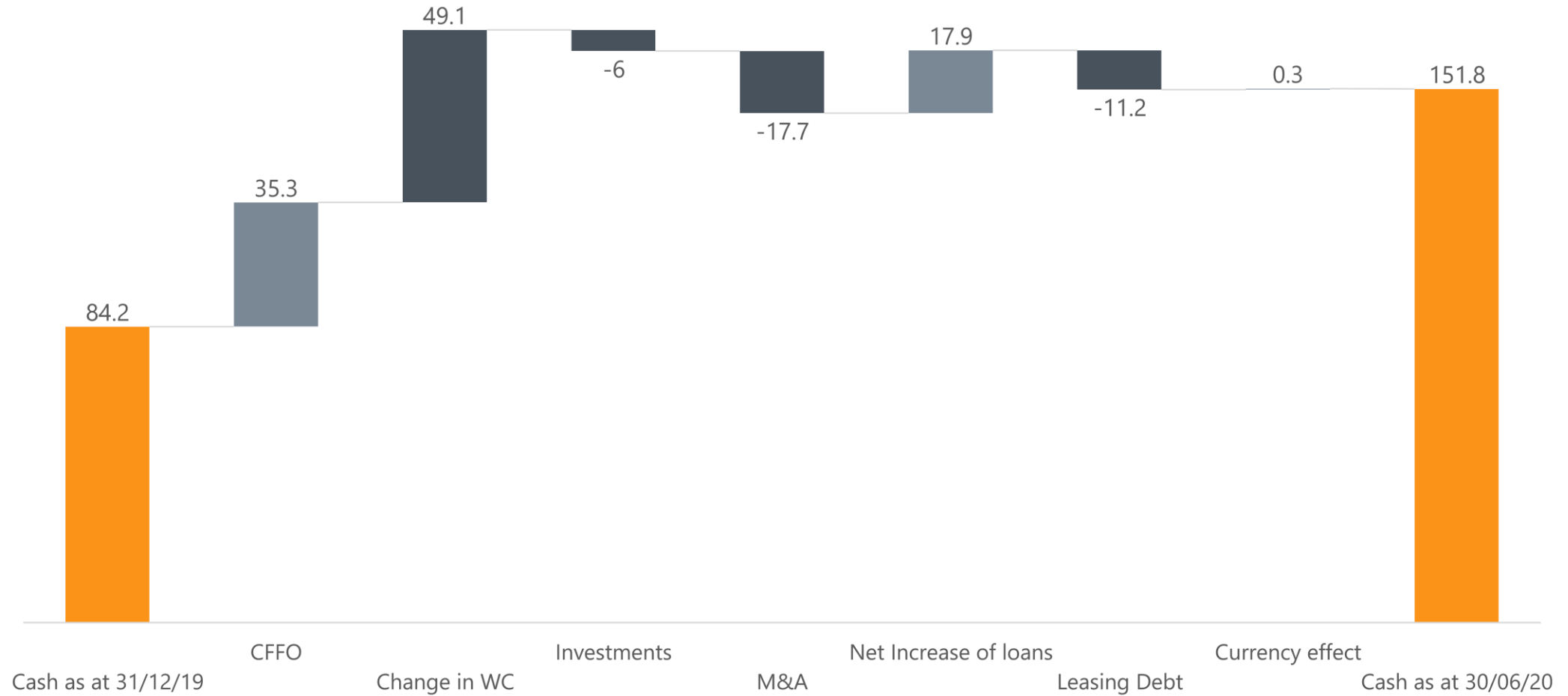
- **Increase in amortisation of intangibles**
 - Increase in Client relationships reflecting the M&A activity performed during H2 2019
- **Increase in financial expenses**
 - Unfavourable currency effect in Poland and in Tunisia

In millions of euros

STRONG DECREASE IN WORKING CAPITAL REFLECTING ATTENTION PAID TO CASH



HY2020: CASH GENERATION





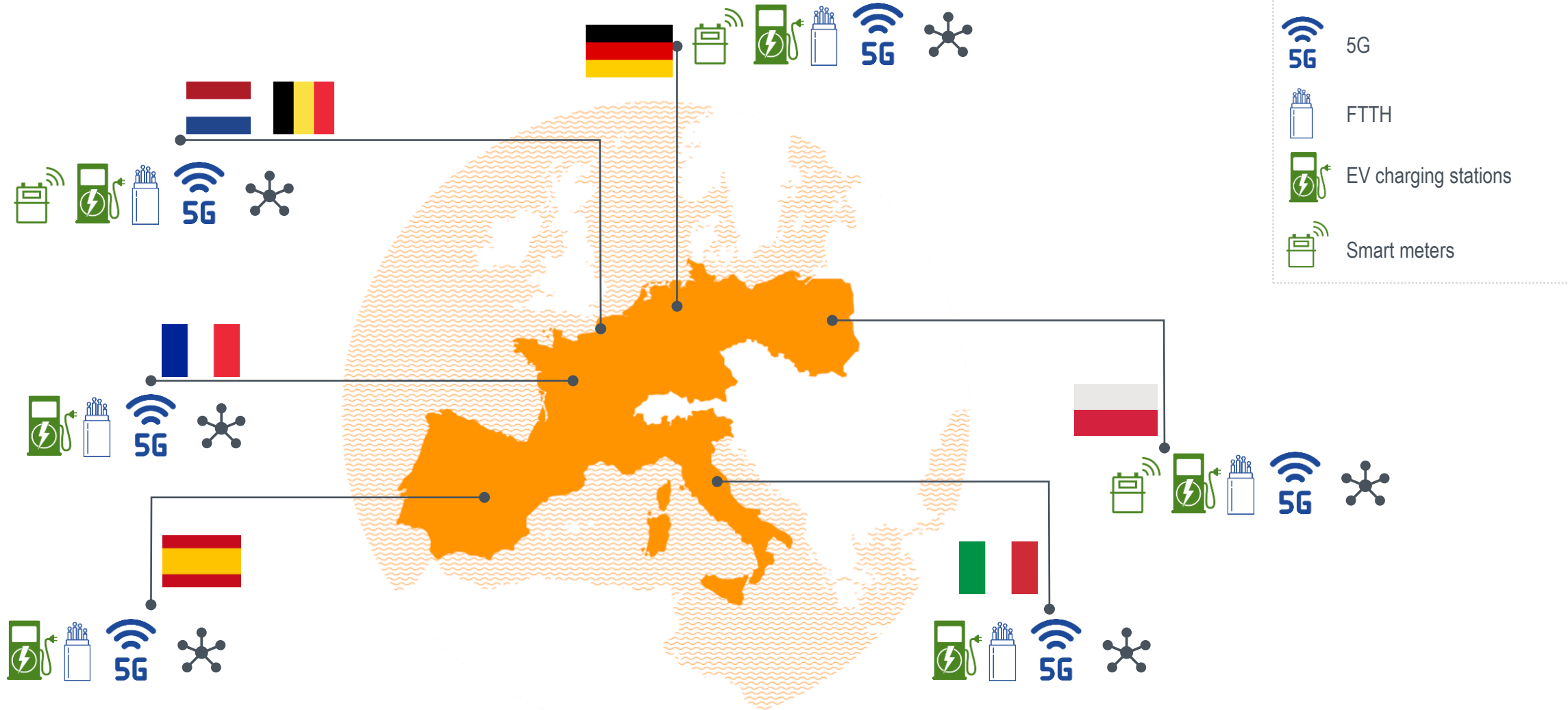
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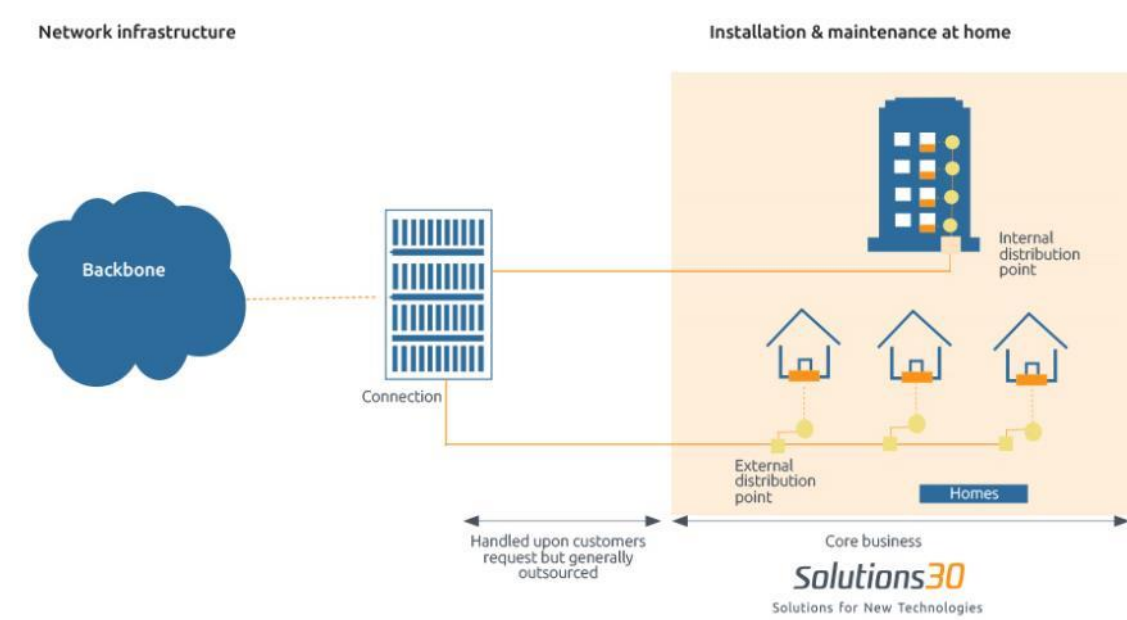
OUTLOOK

DOUBLE-DIGIT AND PROFITABLE GROWTH
CONFIRMED

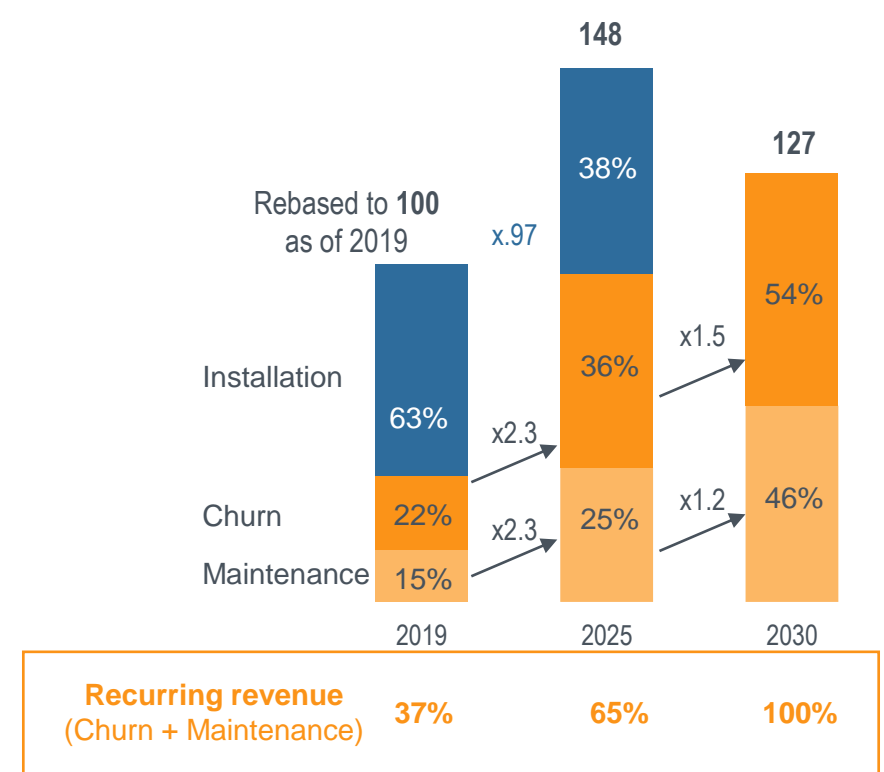
MAIN 3-5 YRS GROWTH DRIVERS BY GEOGRAPHIES



FTTH FIELD SERVICES



FTTH ACTIVITY SEGMENTATION IN FRANCE

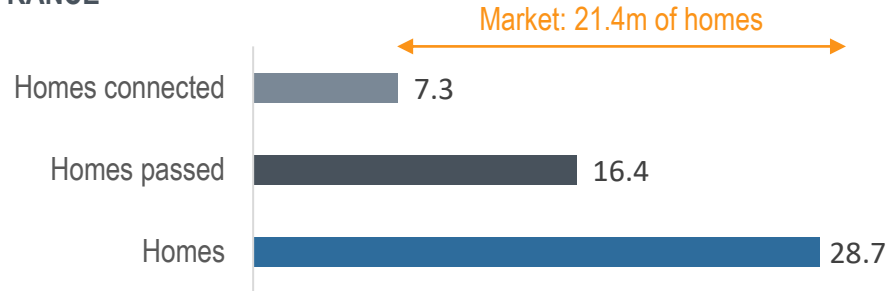


Maintenance	Price: 100 10% of installed base
Churn	Price: 70 15% of installed base, of which 5% of new houses and relocations
Installation	Price: 150

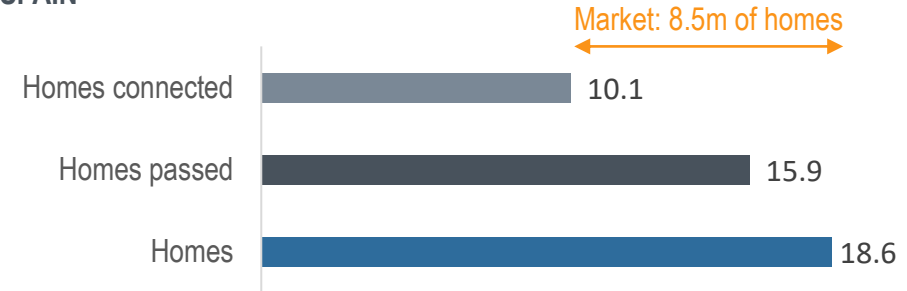
ESTIMATED FTTH INSTALLATIONS ADRESSABLE MARKET

145.8m HOMES

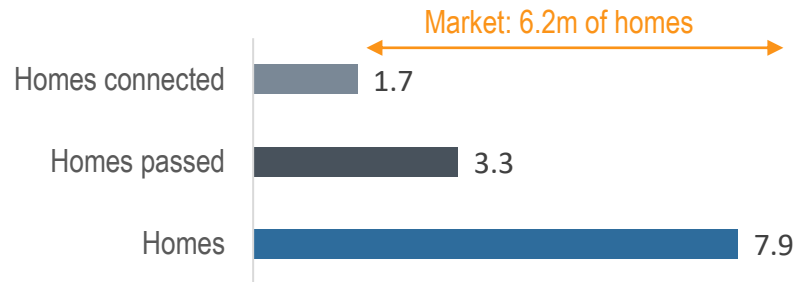
FRANCE



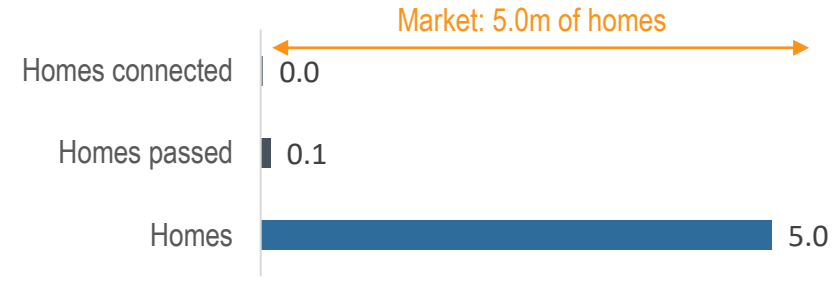
SPAIN



NETHERLANDS



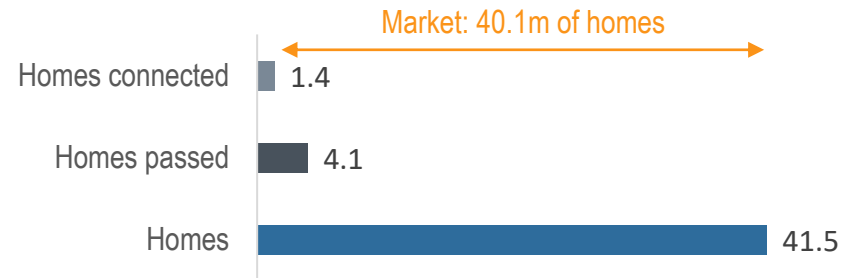
BELGIUM



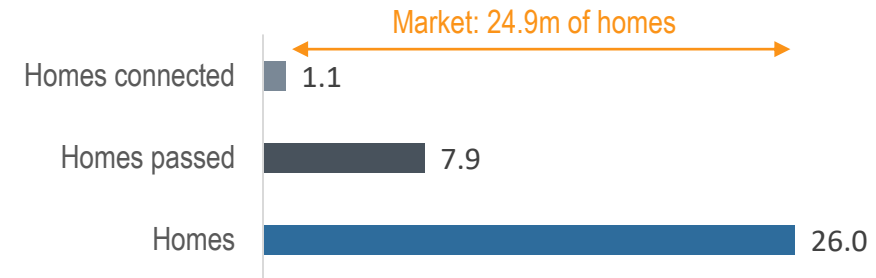
ESTIMATED FTTH INSTALLATIONS ADRESSABLE MARKET

145.8m HOMES

GERMANY

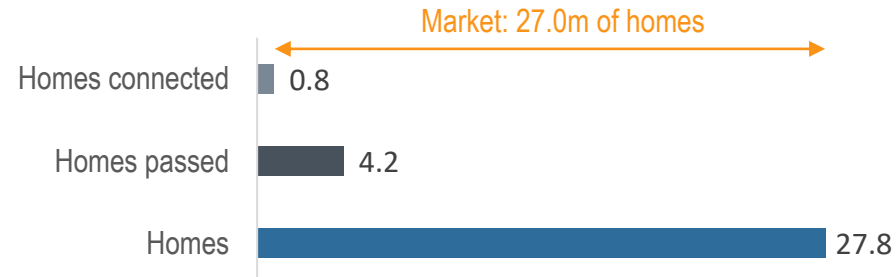


ITALY

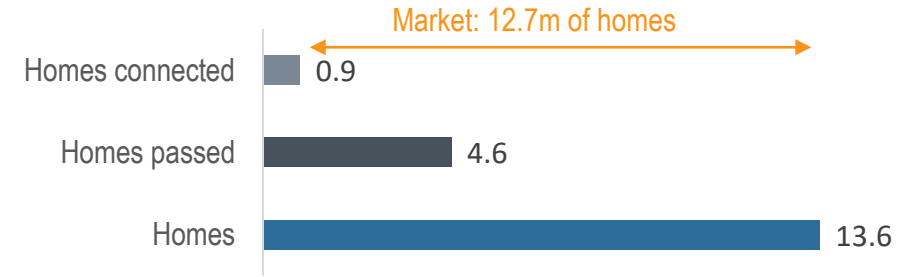


Creation of a single FTTH network combining TIM and OpenFiber networks was approved on Sept.1, 2020.

UK



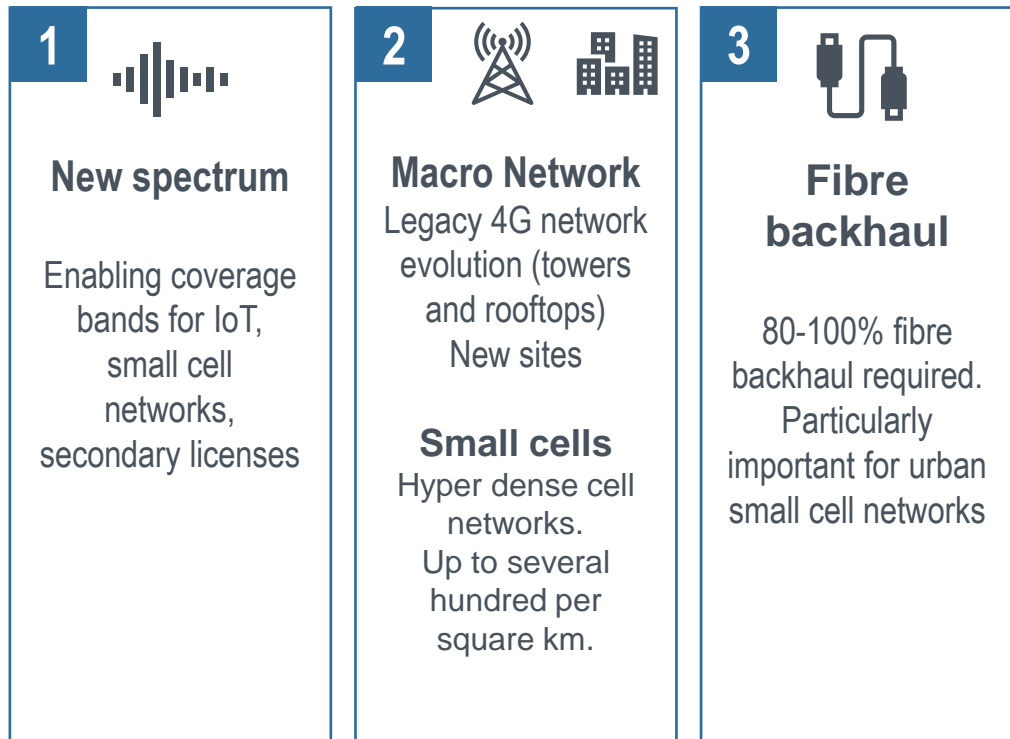
POLAND



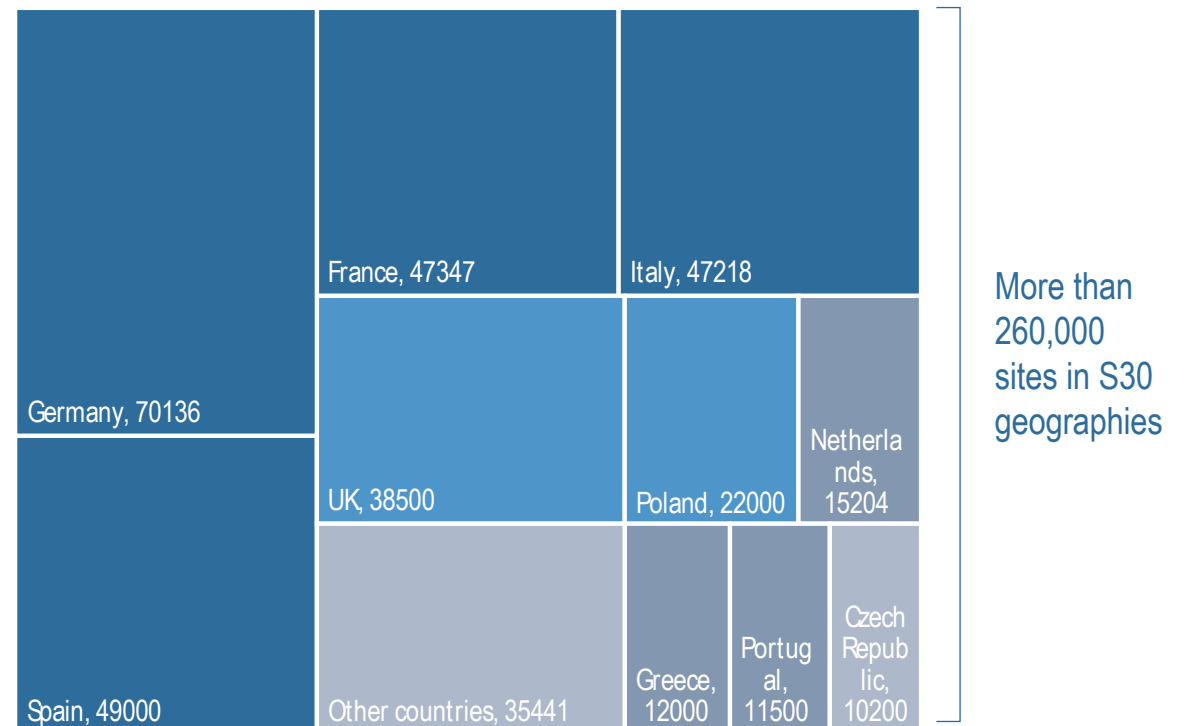
MOBILE NETWORK - 5G

- 5G global infrastructure spending is set to grow from \$528 million in 2018 to \$26 billion in 2022 – a CAGR of 118%⁽¹⁾.
- To improve transmission, mobile operators must undertake large-scale fiberization efforts. In addition to helping networks meet capacity and latency requirements for 5G, fibre connections are essential to support small-cell deployment in urban areas.

Investment need across network domains



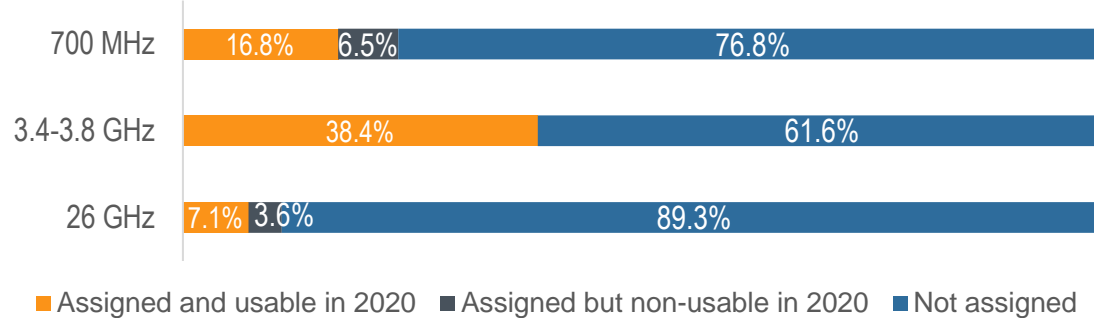
Existing tower and rooftop sites in Europe 2018



Source: Tower Xchange Europe 2018.

STATUS OF THE EUROPEAN 5G MARKET

20.7% 5G spectrum assigned throughout the EU-27 (+UK)



Member states who have published national 5G roadmaps

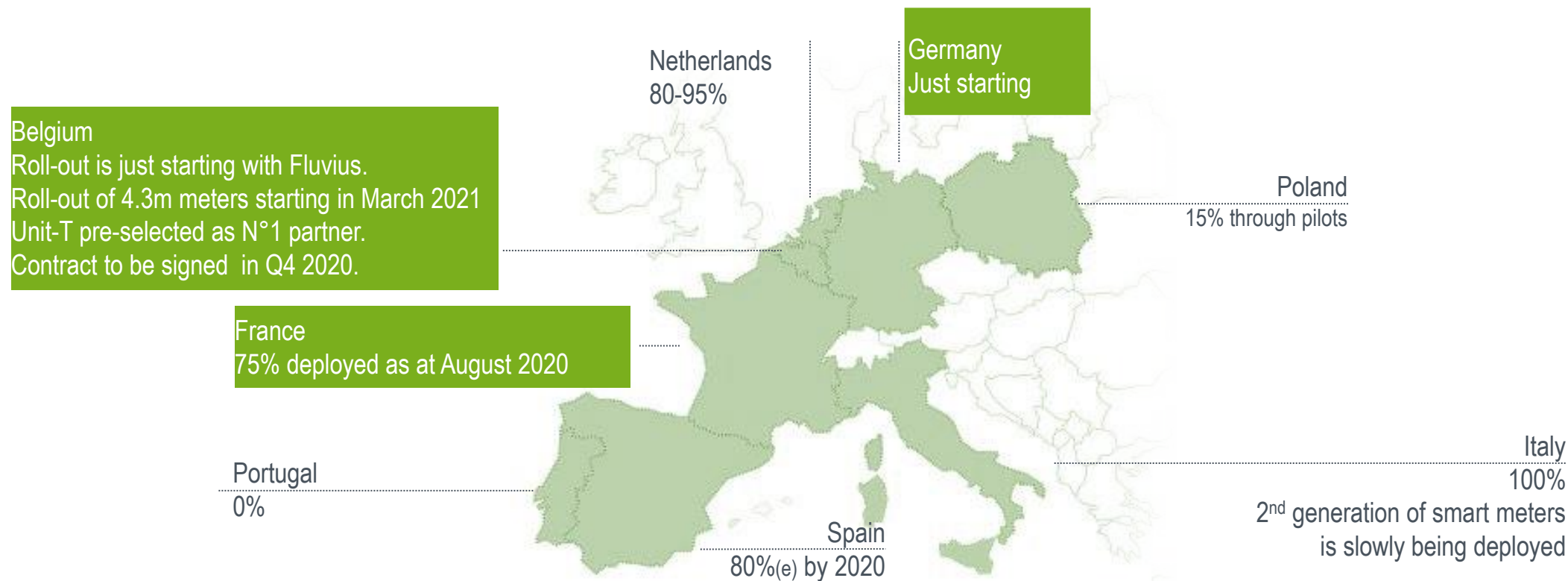


5G Spectrum auctions

France	700MHz assigned in 2015, 3.4-3.8 GHz, postponed to September 2020 / 26 GHz, 2020
Belgium	700 MHz/3.6-3.8 GHz/1.5 GHz in 2020 / 26 GHz: no award planned / Temporary 5G licences granted to Proximus, Cegeka, Entropia, Telenet and Orange Belgium.
Netherlands	700/1500/2100 MHz, auction currently ongoing / 26 GHz in 2021, 3.5 GHz, expected end of 2021/beginning of 2022
Luxembourg	award for 700 MHz, 3.4-3.8 GHz to be completed in 2020 / 26 GHz award expected by year-end 2020
Poland	3.6-3.8 GHz, before year-end 2020, 26 GHz in 2022
Germany	700MHz assigned in 2015, 3.4-3.7 GHz assigned in June 2019, assignment of 3.7-3.8 GHz for verticals started in December 2019
Italy	All spectrum assigned
Spain	3.4-3.6 GHz (160 MHz), 2016 & 3.6-3.8 GHz (200 MHz), July 2018, 700Mhz expected by Q1 2021 <i>Telefonica 5G should be available for 75% of the Spanish population in 2020.</i>
UK	700 MHz, 3.4-3.6 GHz to be completed by year end 2020 / 26 GHz: local licences available on demand subject to coordination.

SMART METERS IN EUROPE

- 3rd “Energy Package” introduced in 2009: 80% of consumers equipped by 2020
- In 2020: results are contrasted with major countries far behind objectives



EV CHARGERS

- New market driven by the increase in sales of electrical vehicle and stimulus plans encouraging conversion to EV
 - In H1 2020, EV sales grew by 57 % growth in a vehicle market which declined by 37 %.
 - EV market share is 6.7%, compared to 2.9% in 2019⁽³⁾
 - Up to 6,000 € subsidy for EV in Germany and up to 5,000 € in France
- 6+ million charging stations installed by 2025 and 15 million by 2030⁽¹⁾
 - US\$15 billion of investment will be required in Europe for the period 2020-2030⁽²⁾

Solutions 30 has signed a number of contracts and is actively bidding for further contracts in multiple countries

PLACE OF INSTALLATION

@Home
70%*

@Work
20%*

@Gas Station
1%*

@Public
9%*

FIELD
SERVICES

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CIVIL ENGINEERING

CLIENTS

HARDWARE MANUFACTURERS

CHARGE POINT OPERATORS

INSTALLATION AND MAINTENANCE

ENERGY PROVIDERS

CAR BRANDS AND LESSORS

ACCELERATING GROWTH AND VALUE CREATION THROUGH CONSOLIDATION

- Solutions 30 is a consolidator in a fragmented European market, with hundreds of small, independent companies. The group's size allows for significant value-accretion through bolt-on-acquisitions.

- Acquisitions follow a strict set of criteria:



ACCESS TO NEW COUNTRIES OR REGIONS



HIGH-POTENTIAL MARKETS



MARKET SHARE AND ACCESS TO NEW CLIENTS



ABILITY TO REACH GROUP LEVEL PROFITABILITY

COVID HAS PROVEN THE ROBUSTNESS OF OUR MODEL AND INCREASED THE POTENTIAL OF OUR MAIN MARKETS

FLEXIBILITY

- Ability to scale up had been proven over the past ten years
- Ability to scale down has been proven over the past two months
- Variable cost structure was key to preserve a strong cash position

RESILIENCE

- Our activities were considered essential for countries' economy
- Our markets picked up very fast after lockdown
- Even under such exceptional circumstances, we have remained profitable

STRONG OUTLOOK

Our major growth drivers are reinforced and should benefit from upcoming stimulus plans:

- Digitization of the economy and faster Internet
- Transition to green energy, smart meters and electric vehicles
- Search for productivity gains : increased outsourcing of non-core activities in order to lower cost base and rationalisation in the number of suppliers
- New M&A opportunities have appeared

STRUCTURAL TRENDS FOR SUSTAINABLE GROWTH
CONTINUED BALANCE BETWEEN EXTERNAL AND ORGANIC GROWTH
MID-TERM TARGET: €1BN TURNOVER



ESG COMMITMENT

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OUR COMMITMENT TO ESG ALIGNED TO 4 OF THE SUSTAINABLE DEVELOPMENT GOALS



OUR MISSION:

By making the technological innovations that are changing our everyday lives more accessible to everyone at home and at the office, we are contributing to a more sustainable economy.



OUR COMMITMENT TO YOUTH EMPLOYMENT:

The strong growth dynamic enables SOLUTIONS 30 to make significant commitments to job creation. The men and women who make up the group drive its success with their everyday work.



OUR COMMITMENT TO TRAINING:

To support its growth and constantly incorporate new skills, the group has created a vast training program that allows to hire young people without degrees or undergoing professional retraining, significantly improving employability.



OUR COMMITMENT TO GOOD HEALTH AND WELLBEING:

Solutions 30 always strives for excellence in the safety and security of people and property and has obtained the ISO 45001:2018 (occupational health and safety management systems) certification.

11,000
expert technicians
European coverage with the largest
network of technicians in Europe

60,000
daily appointments
to help customers install and integrate
technologies that reduce their
environmental footprint.

65% of new employees are under
35 years old

82% of new employees have
learned a new job related to new
technology

1,223 jobs created in 2019
(including replacements)

172,029 hours of training
provided in 2019





~4 days of training per
employee

90% of employees trained each
year

ISO 45001:2018
(health and safety management
systems) granted to the group's
French, Italian and Luxembourgish
sites

ISO 27001:2013
(information security management
systems) granted to the group's
head office and its subsidiaries.

ACTION PLAN AND ROADMAP

2018	2019	2020	2021
<p>ISO CERTIFICATIONS:</p> <ul style="list-style-type: none"> 9001 45000 14000 27000 <p>RATINGS:</p> <ul style="list-style-type: none"> ECOVADIS GAIA   	<p>GLOBAL REPORTING INITIATIVE</p>  <p>RENEWAL OF ALL CERTIFICATIONS AND RATINGS</p> <p>POLICIES UPDATE / IMPLEMENTATION</p> <ul style="list-style-type: none"> Code of Conduct Supplier Code of Conduct Human Rights <p>GOVERNANCE, IDENTIFIED AS A PRIORITY</p> <ul style="list-style-type: none"> Strengthening of the governance structures: adoption of new charters & creation of 3 committees attached to the Supervisory Board. Full governance report now available 	<p>FORMAL LAUNCH OF A DEDICATED ESG GLOBAL TEAM</p> <ul style="list-style-type: none"> ESG new targets and plan definition Work on “E” and “S” as we did on “G” in 2019 Engaging with our shareholders ESG teams <p>DISCLOSURE OF NON-FINANCIAL INFORMATION IN THE 2019 ANNUAL REPORT</p> <p>POLICIES UPDATE AND DISCLOSURES:</p> <ul style="list-style-type: none"> Environmental Data Security Human Resources Health and Safety <p>IMPROVEMENTS IN RATINGS</p> <ul style="list-style-type: none"> ISS MSCI ECOVADIS 	<p>RELEASE OF THE FIRST EXTRA-FINANCIAL REPORT AT GROUP LEVEL</p>

GOVERNANCE STRUCTURE

SUPERVISORY BOARD

100% independent members

Alexander Sator
Chairman of the Supervisory Board
since September 2018

Paul Raguin
Member of the Supervisory Board
since April 2018

Strategy Committee
President: J. P. Cottet

Caroline Tissot
Member of the Supervisory
Board since May 2017

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

Remuneration & Nomination
Committee
President: A. Sator

Francesco Serafini
Member of the Supervisory
Board since May 2017

Yves Kerveillant
Member of the Supervisory
Board since April 2019

Audit Committee
President: Y. Kerveillant

GROUP MANAGEMENT BOARD



Gianbeppi Fortis,
Chief Executive Officer



Amaury Boilot
Chief Financial Officer



Luc Brusselaers
Chief Revenue Officer

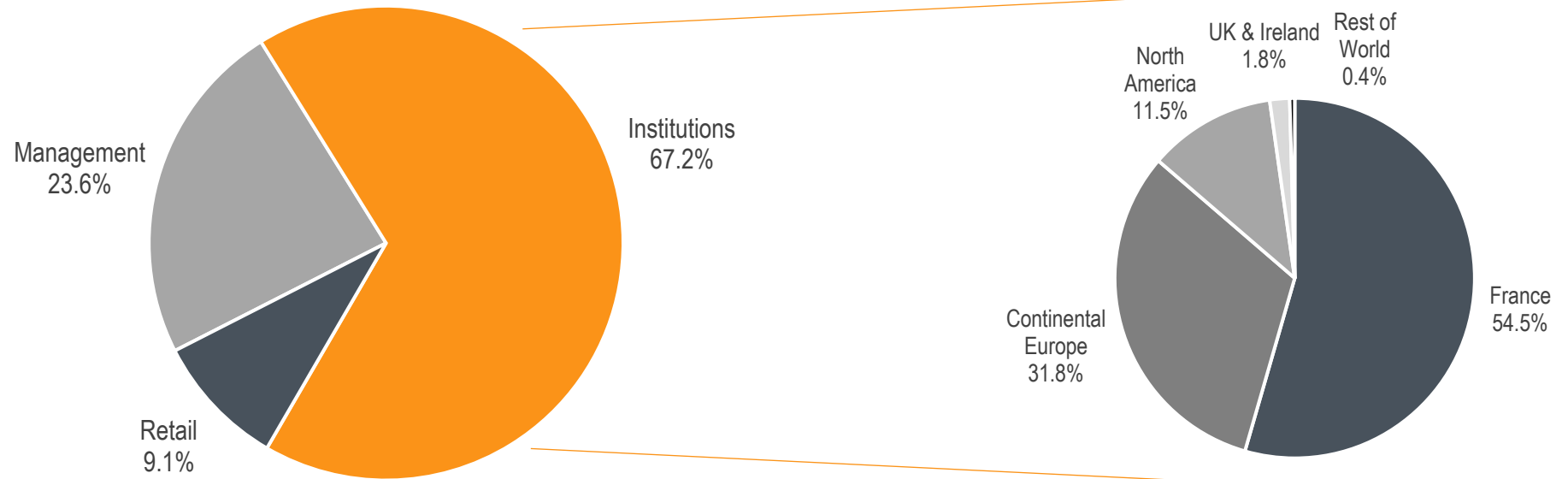


Franck D'Aloia
Chief Operations Officer
in charge of transformation



João Martinho
Chief Operations Officer
in charge of performance

SHAREHOLDING STRUCTURE



Listed on Euronext Paris - Compartment A
Free float >76%
Total number of shares & voting rights: 107,127,984

INVESTMENT THESIS

THE EUROPEAN LEADER IN LAST DIGITAL MILE & RAPID-RESPONSE FIELD SERVICES

- First mover advantage with strong barriers to entry and long-term client relationships with major telecommunications and utility companies in Europe
- A recurring revenue base as maintenance activities historically account for 60 to 80% of the group's revenue

A FAST-GROWING COMPANY ACTIVE IN 6 EUROPEAN REGIONS

- Markets driven by favourable structural trends, including digital transformation and decarbonization of the economy
- Highly fragmented market of which Solutions 30 is the major consolidation driver, with significant value creation

A PROFITABLE AND SCALABLE BUSINESS MODEL

- Asset light business with high returns on capital
- Flexible cost base: a decentralised structure supported by an efficient central organization and a powerful IT platform





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APPENDIX

2020 CHANGES IN SCOPE OF CONSOLIDATION

COUNTRY	COMPANY	DATE OF CONSOLIDATION	REVENUE AT TIME OF ACQUISITION	COMMENT
France	Byon (51%)	1 Dec 2019	€2m	A portfolio of contracts of €40m (3 years)
Spain	Provisiona	1 July 2019	€2m	5G market penetration
Benelux	i-Projects	1 July 2019	€13m	Enter the energy market in the Netherlands
Italy	CFC	1 Oct 2019	€5m	Broadening of IT offer in Italy
Poland	Sprint (Telekom Usługi)	31 Oct 2019	€6m	New geography
Poland	Elmo (acquisition of assets)	1 Jan 2020	€15m	New geography