

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 or donut chart, a network diagram with nodes and lines, a bar chart, a map of Japan, and icons representing people and location pins. An orange horizontal bar is located in the top right corner.

# FY 2020 REVENUE PRESENTATION

27 January 2021

**Solutions30**

Solutions for New Technologies

# DISCLAIMER



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.

# CONTINUED DOUBLE-DIGIT GROWTH IN 2020 DEMONSTRATES STRONG RESILIENCE AND AGILITY

- Strong performance in the Telecom business drives FY and Q4 growth
  - FY 2020 revenue +19.4% (+14% organic)
  - Q4 2020 revenue +20.3% (+17% organic)
- Key commercial successes in France, Belgium, Italy, Spain and Poland which support Solutions 30 perspectives
- New geography implementation with the acquisition of Convergent in the UK
- Outlook of sustainable growth confirmed driven by major stimulus plans strengthening global trends towards digital economy and energy transition



# ONGOING ATTACK AGAINST S30 STOCK



- **Independent audit** in progress mandated by the Supervisory Board
  - **Deloitte is supervising the whole process**, with the help of Didier Kling Expertises & Conseil on the accountancy part.
  - **Full independence of investigations** and complementarity of experience support the **exhaustivity of the process**.
  - **Successful track-record and integrity**, no interest in the company, renowned professionals.
- 
- ▶ Solutions 30 **will not respond publicly to further biased allegations**.
  - ▶ Solutions 30 **has already filed a claim with the PNF, informed the AMF** and is filing **a complaint for defamation** following the latest letters from Muddy Waters.
  - ▶ Solutions 30 will keep having **an open-dialogue with its shareholders and long-term investors**.
  - ▶ Solutions 30 teams keep focusing on **delivering superior performance and remarkable KPIs to its customers**.

# 3 KEY TAKE-AWAYS ON SOLUTIONS 30 BUSINESS MODEL

As of 30 June 2020,

OUR REVENUE	OUR CASH	OUR PRODUCTIVITY
<p><b>95.6% comes from major international companies,</b> including the main European telco operators, utilities and electronics manufacturers</p>	<p><b>99.99% of our cash position of €151.8m is in our European entities.</b> 85.1% in France and Benelux.</p>	<p><b>EBITDA Margin &gt; 15%</b> in France and Benelux. <b>EBITDA Margin &lt; 10%</b> in Other Countries. Productivity is linked to volume, density and ability to optimize the workload allocation on our resources.</p>





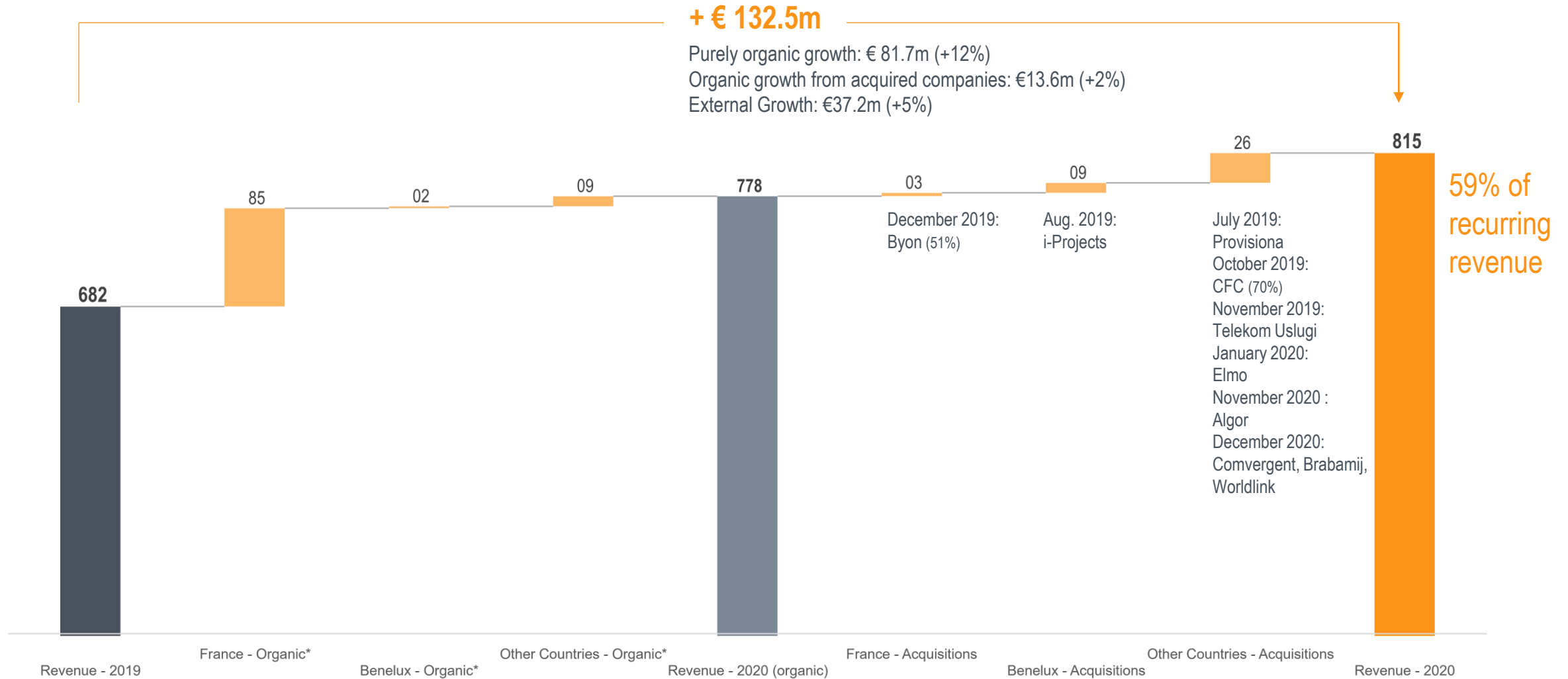
# FY 2020

## OVERVIEW

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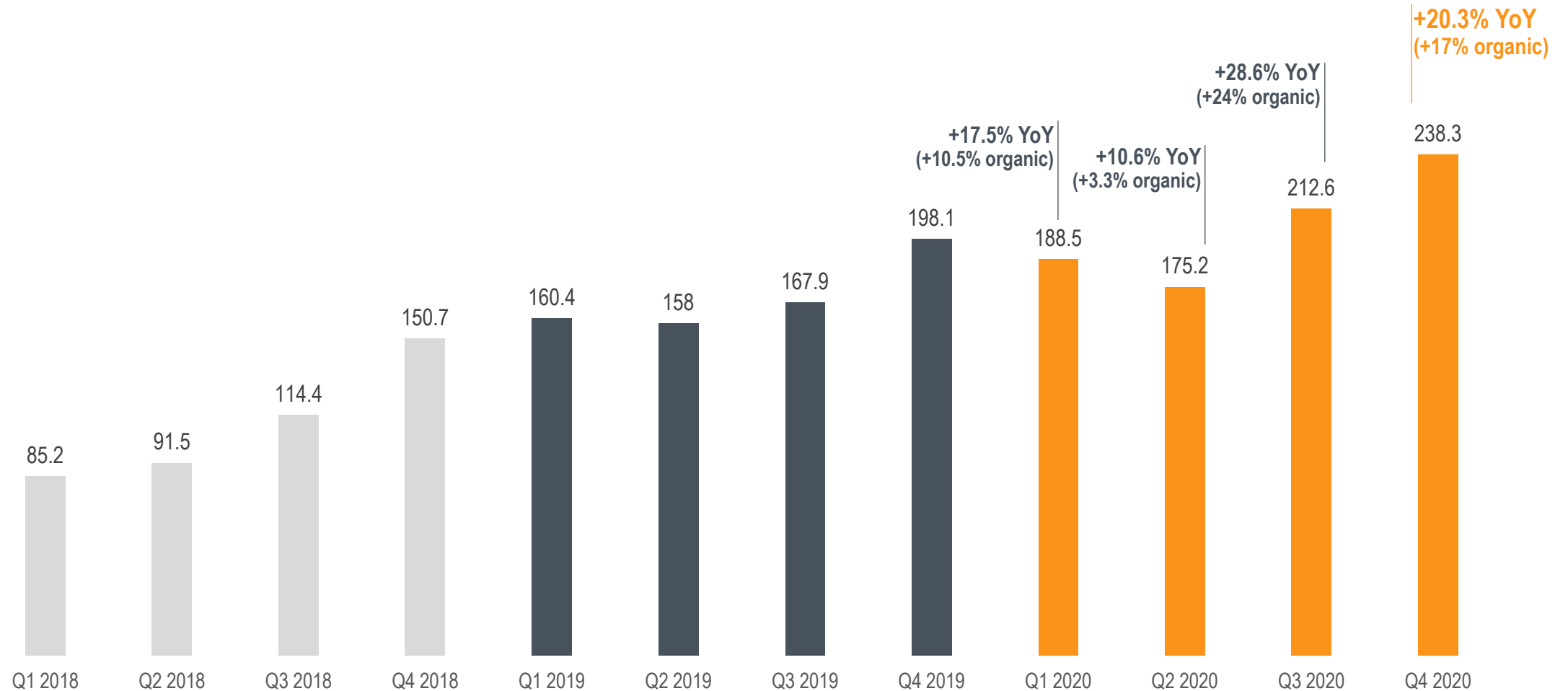
# FY 2020 REVENUE: +19.4% (+14% organic)



\* Including organic growth from acquired companies

In millions of euros

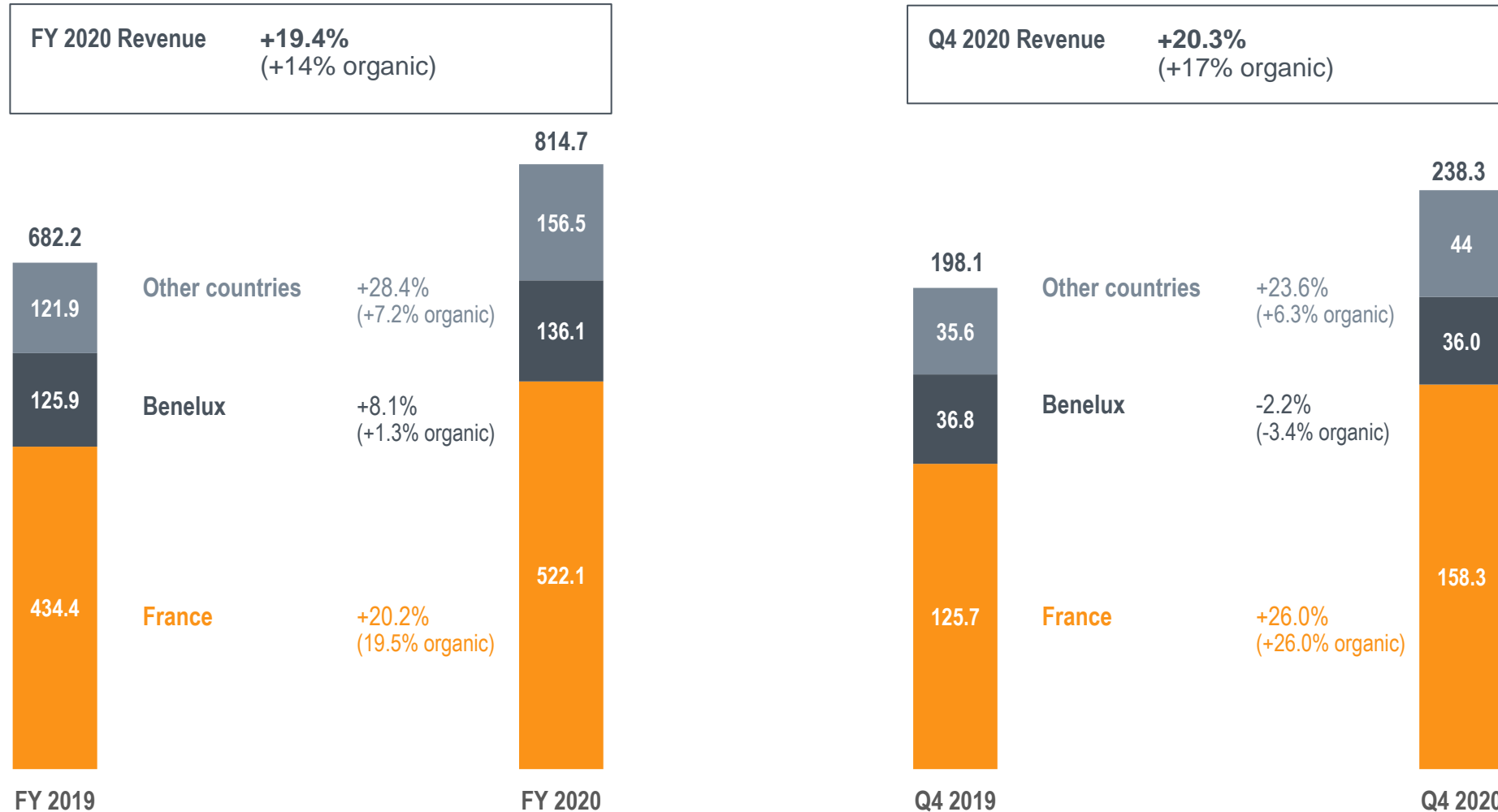
# Q4 AHEAD OF EXPECTATIONS HIGHLIGHTING STRONG REMAINING POTENTIAL FOR GROWTH



In millions of euros



# DOUBLE-DIGIT GROWTH DRIVEN BY STRONG MOMENTUM IN THE TELECOM BUSINESS



In millions of euros



# Q4 & FY 2020

DETAILS PER BUSINESS AND GEOGRAPHIES

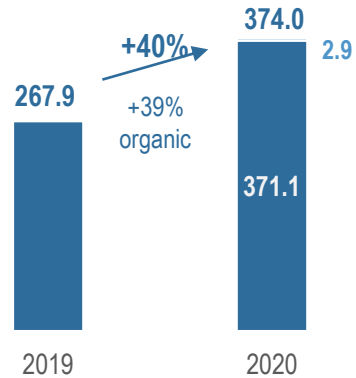
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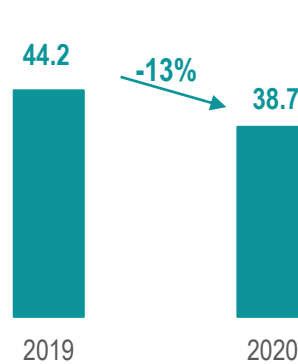
# FRANCE

**2020 Revenue** **+20.2%**  
(+19.5% organic)

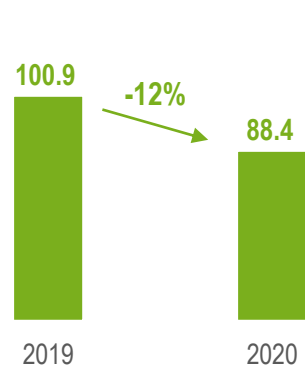
**TELECOM** 72% of France revenue



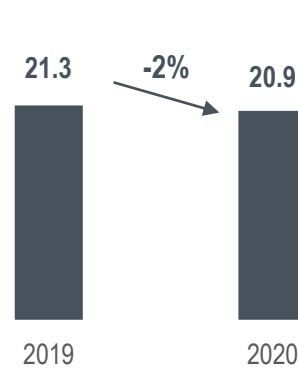
**IT** 7% of France revenue



**ENERGY** 17% of France revenue

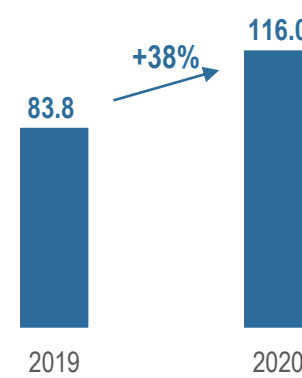


**OTHERS** 4% of France revenue

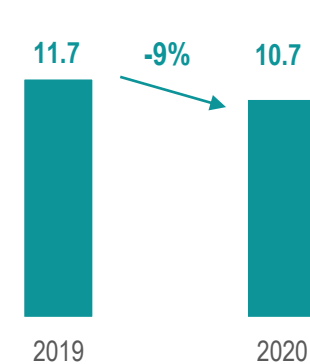


**Q4 2020 Revenue** **+26.0%**  
(+26.0% organic)

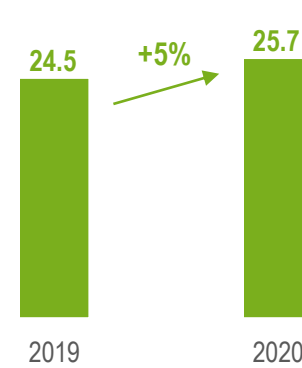
**TELECOM** 73% of France revenue



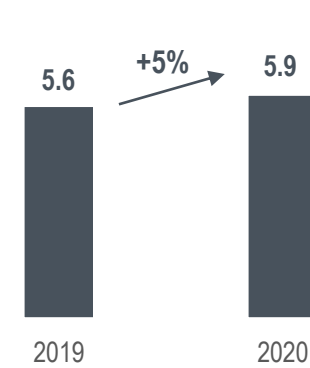
**IT** 7% of France revenue



**ENERGY** 16% of France revenue



**OTHERS** 4% of France revenue

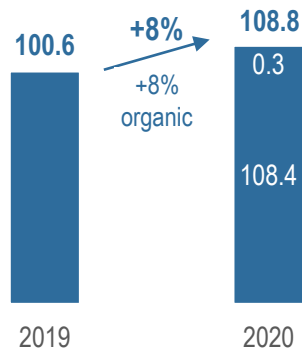


In millions of euros

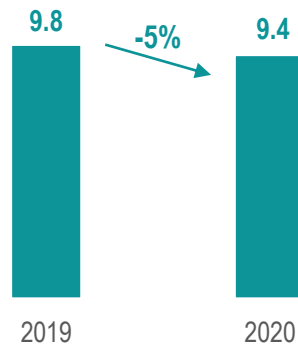
# BENELUX

**2020 Revenue** **+8.1%**  
(+1.3% organic)

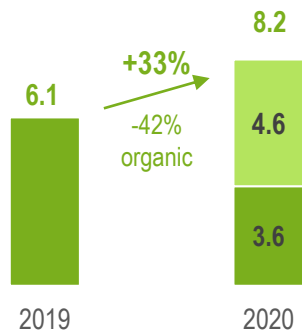
**TELECOM** 80% of Benelux revenue



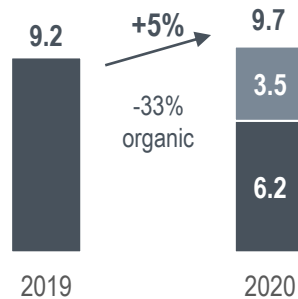
**IT** 7% of Benelux revenue



**ENERGY** 6% of Benelux revenue

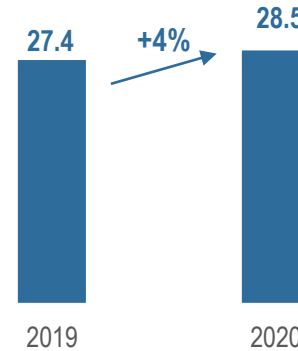


**OTHERS** 7% of Benelux revenue

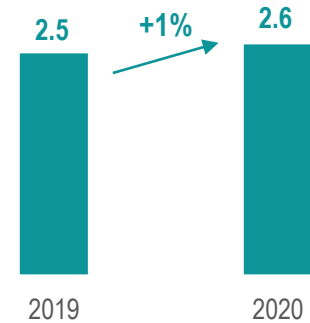


**Q4 2020 Revenue** **-2.2%**  
(-3.4% organic)

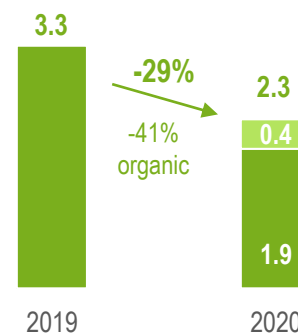
**TELECOM** 79% of Benelux revenue



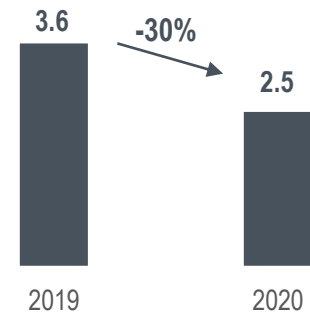
**IT** 7% of Benelux revenue



**ENERGY** 7% of Benelux revenue

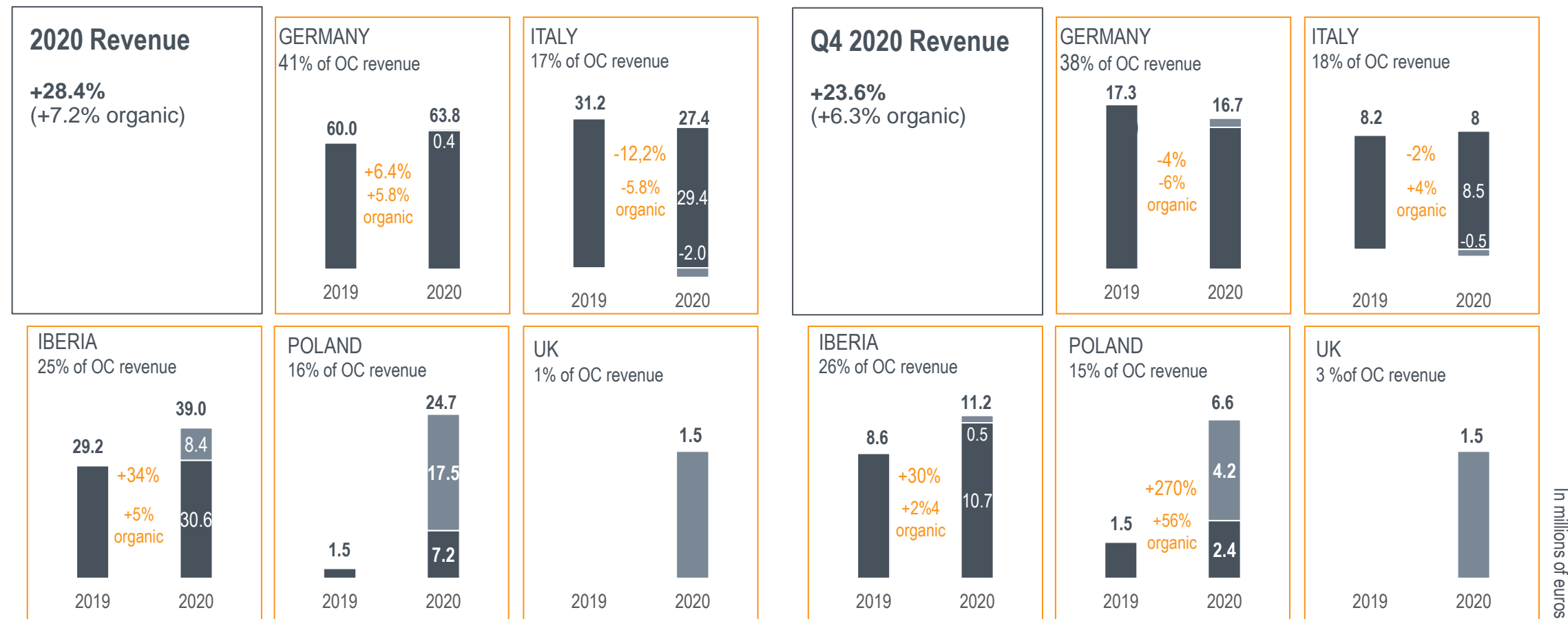


**OTHERS** 7% of Benelux revenue



In millions of euros

# OTHER COUNTRIES





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# OUTLOOK

CONTINUED DOUBLE-DIGIT  
AND PROFITABLE GROWTH

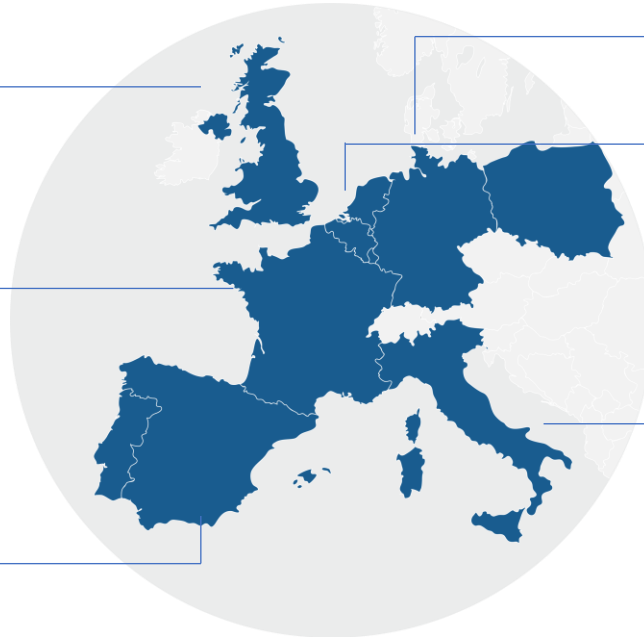


# FTTH DEPLOYMENTS ARE ACCELERATING ALL ACROSS EUROPE

- UK Gigabit Programme: £5 billion gigabit broadband plan
- 15 million homes connected to full fibre by 2025, coverage across all parts of the country by 2033 and majority of the population with 5G coverage by 2027

- Additional €500m to fiber optics plan
- The telecoms industry will need to keep investing on deploying upgraded broadband networks & 5G, and operators are preparing themselves (ex: creation of Orange Concessions)

- Spain Digital 2025 Agenda: €4.3 bn of public funding for expanding fiber-optic infrastructure to underserved areas and extending 5G coverage.



- Acquisition of Deutsche Glasfaser by EQT and OMERS. The combined group is committed to invest over €7 bn into the roll-out of fast-speed internet infrastructure in Germany
- Allianz and Telefonica form a JV to deploy FTTH in Germany and aim to invest €5 bn over 6 years.

- Proximus aims to cover 4.2m homes by 2028. Partnerships with EQT / Delta Fiber (Flanders) and Eurofiber (Wallonia)
- Telenet in discussion with Fluvius to build the data network of the future

- FFTH deployment is just starting. With new financing from KKR, TIM plans aggressive investments on fiber in 2021
- 56% of homes with access to FTTH by 2025

# ENERGY TRANSITION BECOMES REALITY ALL ACROSS EUROPE

Pressure from public opinion  
& Collective Awareness

Economic recovery packages  
to face Covid-19 consequences

Acceleration of energy  
transition with \$166 bn  
invested in Europe in 2020  
(+67% vs 2019)

*BNEF, Dec. 2020*

- Stimulus packages to support decarbonization of the vehicle fleet and new constraints
- Increased investment in renewable energy infrastructures
- Incentive plans to increase energy efficiency and government initiatives

Major favorable impact on S30  
key businesses

e-mobility

Smart grids and  
micro-grids

Smart meters

# PRE-COVID TRENDS EMERGE STRONGER BOOSTING OPPORTUNITIES FOR GROWTH

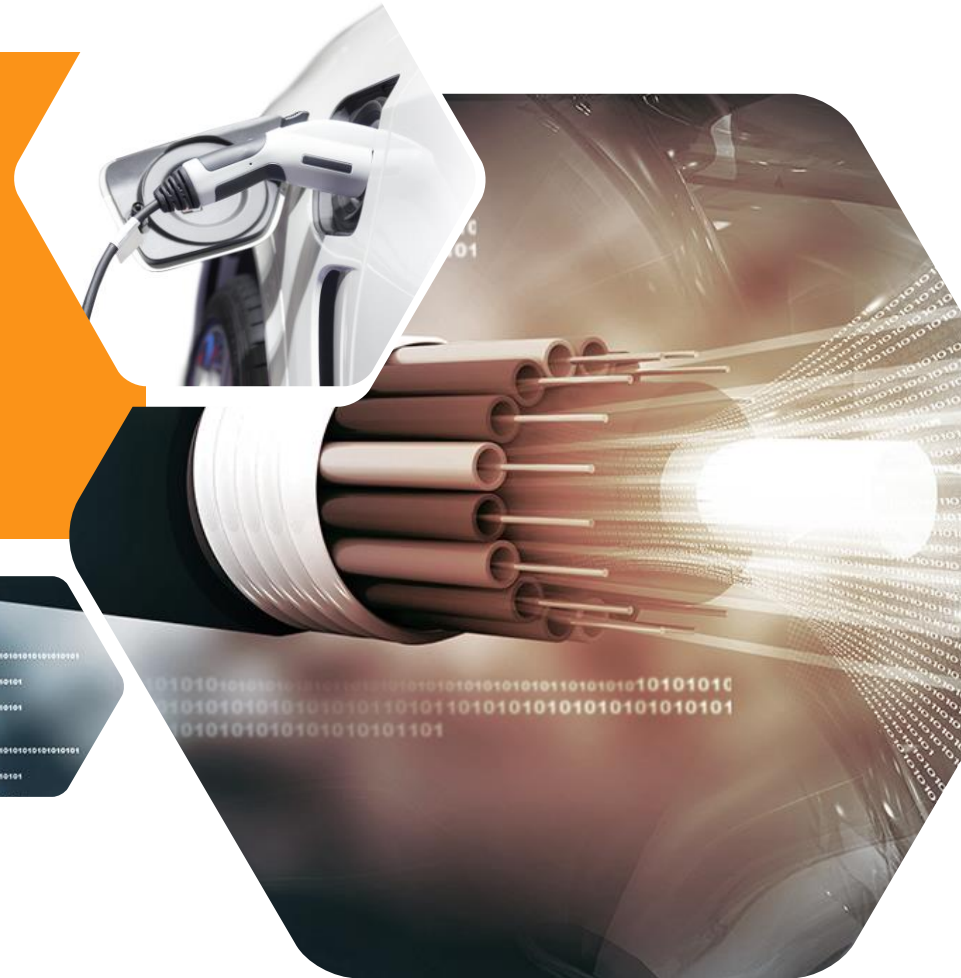
ENERGY TRANSITION BECOMES REALITY REQUIRING  
NEW EQUIPMENT AND GRIDS ADAPTATION

THE ACCELERATION OF DIGITAL TRANSFORMATION  
REQUIRE STRONGER INFRASTRUCTURE

SEARCH FOR PRODUCTIVITY GAINS IS MORE AND  
MORE CRITICAL

+ STIMULUS PLANS

TARGET OF  
€1BN TURNOVER  
GETTING CLOSE





# QUESTIONS & ANSWERS

## BY PHONE

PLEASE PRESS

\*

1

## BY WEBCAST

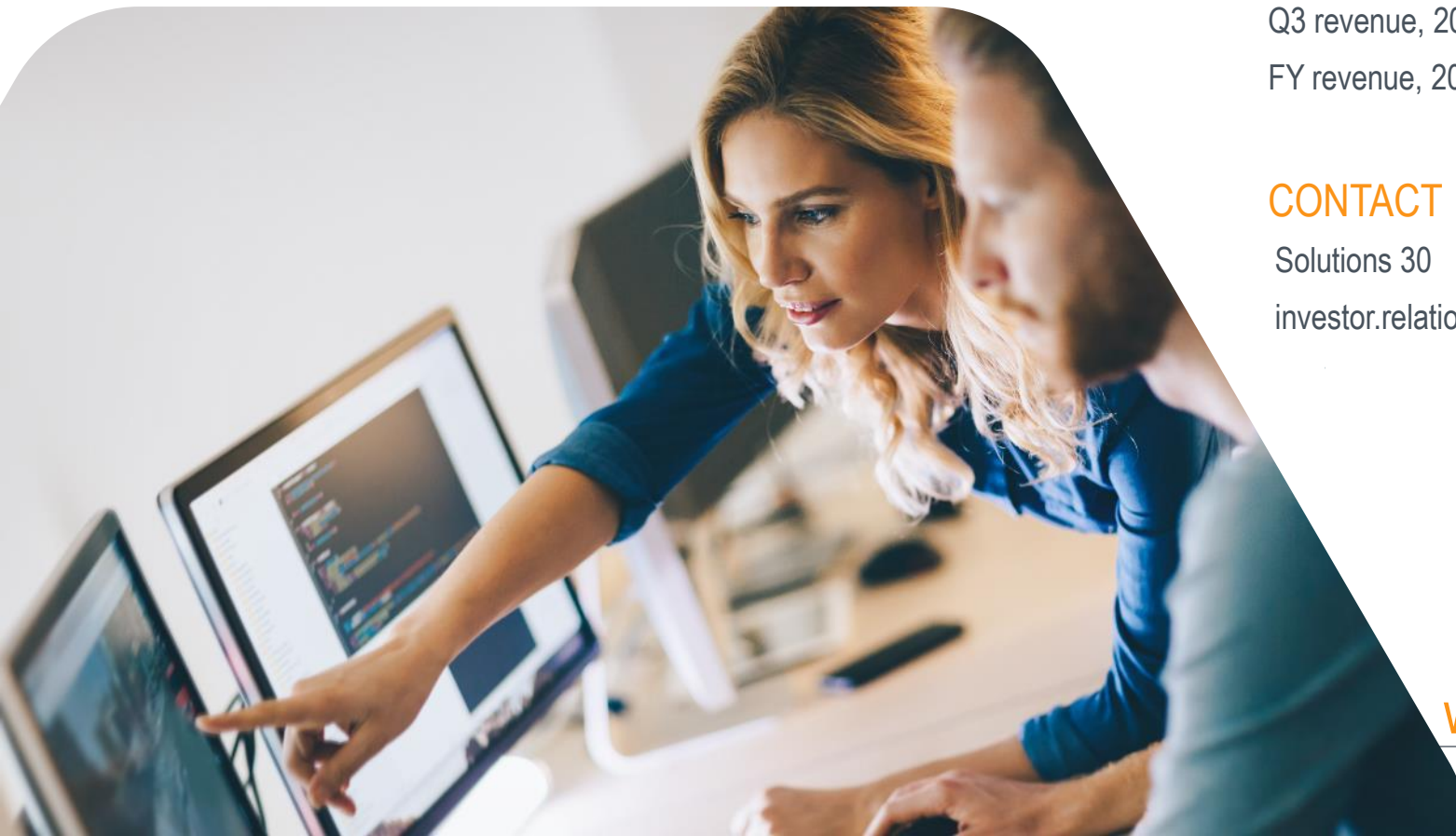
PLEASE TYPE IN YOUR QUESTION  
BY USING THE BUTTON ON THE READER





## AGENDA

FY revenue, 2020		26 January 2021 at 6:00 pm (CET)
FY results, 2020 & Q1 revenue, 2021		28 April 2021
Q2 revenue, 2021		27 July 2021
Half-year results, 2021		29 September 2021
Q3 revenue, 2021		3 November 2020
FY revenue, 2021		26 January 2022



## CONTACT

Solutions 30 | 3 rue de la Reine | L-2418 Luxembourg  
investor.relations@solutions30.com | Tel.: +352 (2) 837 1389

[www.solutions30.com](http://www.solutions30.com)



# 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
Algor	Italy (60%)	1 Nov 2020	€4m	5G market penetration
Worldlink	Germany	1 Dec 2020	€4m	Market share gain
Comvergent	UK	1 Dec 2020	€17.5m	New geography and 5G expertise
Brabamij	Belgium	1 Dec 2020	€6m	Complementary expertise in the Energy business