



2022 H1 REVENUE

27 JULY 2022

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.

SPEAKERS



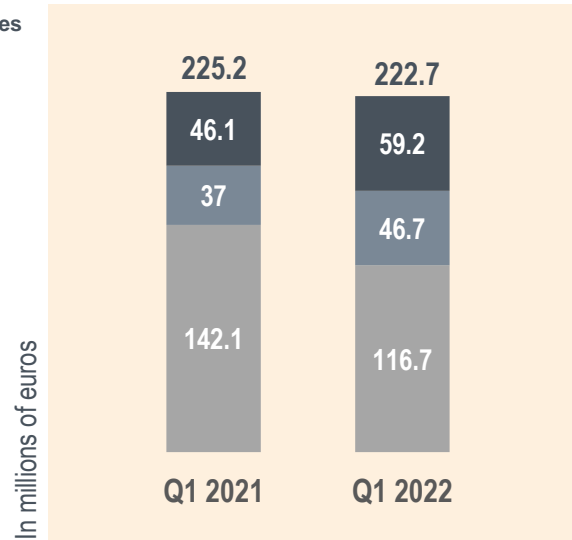
Gianbeppi Fortis
Chief Executive Officer



Amaury Boilot
Chief Financial Officer

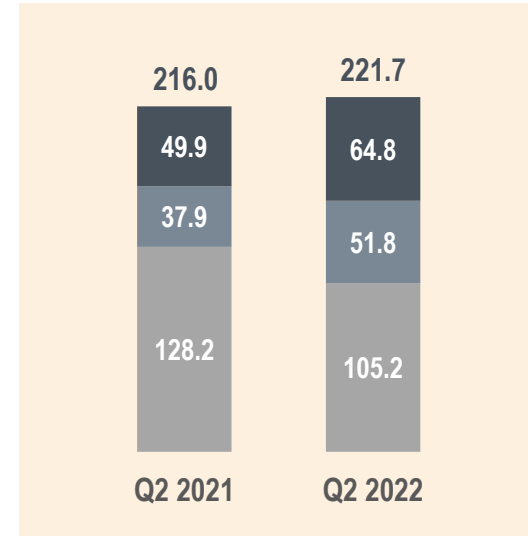
STABILISATION OF HALF-YEAR REVENUE AND RETURN TO GROWTH IN Q2 2022

■ Other Countries
■ Benelux
■ France



Q1 2022 Revenue

222.7m
-1.1% (-3.0% organic)



Q2 2022 Revenue

221.7m
+2.7% (+0.1% organic)

Solutions 30 signs its highest Q2 in history thanks to confirmed strong momentum in most countries outside of France

- French activity still under pressure due to high comparison base, operational transition in the telecom and energy markets and differed ramp-up of new businesses due to supply chain issues
- Major contracts signed in Belgium and Poland confirming acceleration of international activities
- Underlying tailwinds and massive recovery plans will continue to support favourable market momentum in the long term

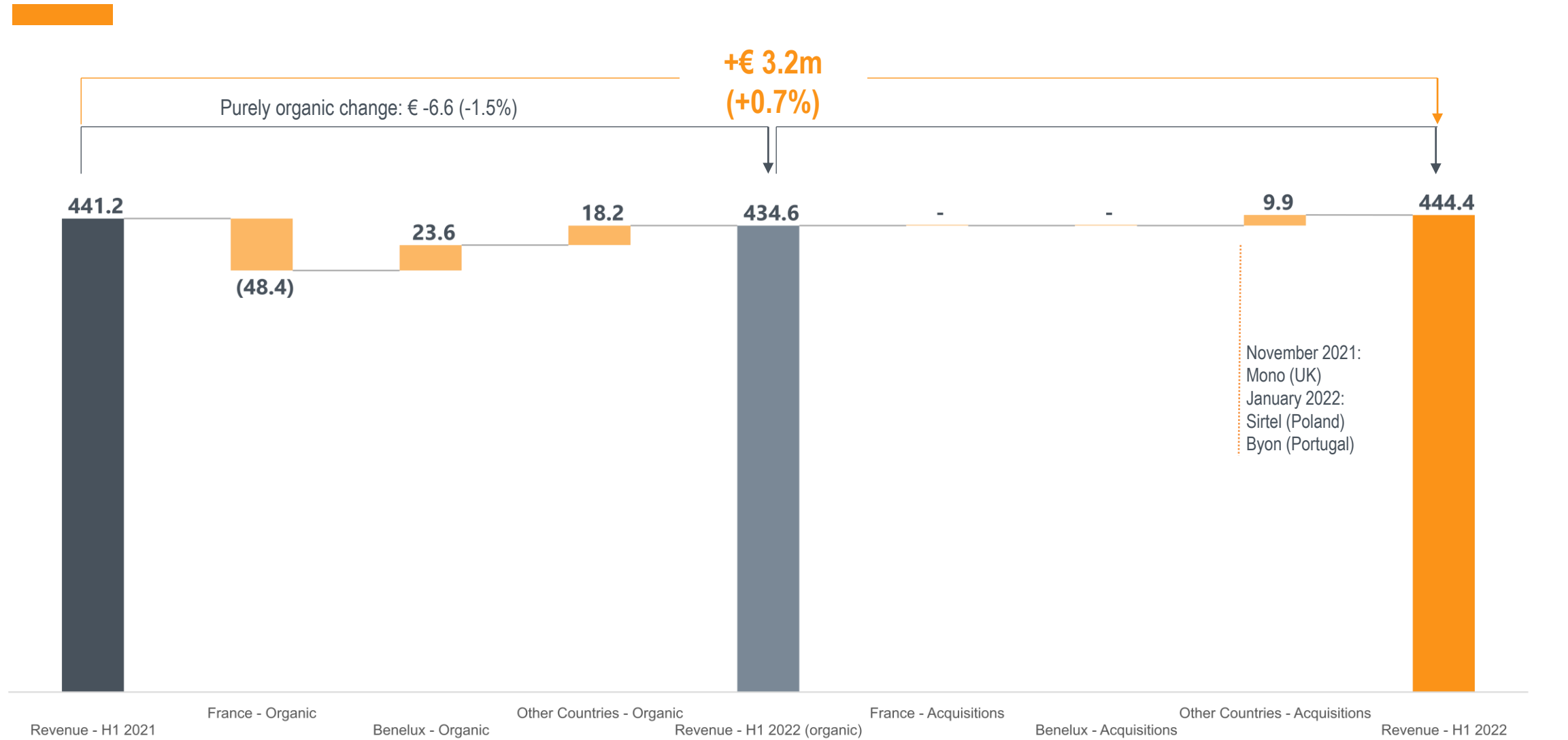


H1 2022 REVENUE

Solutions30

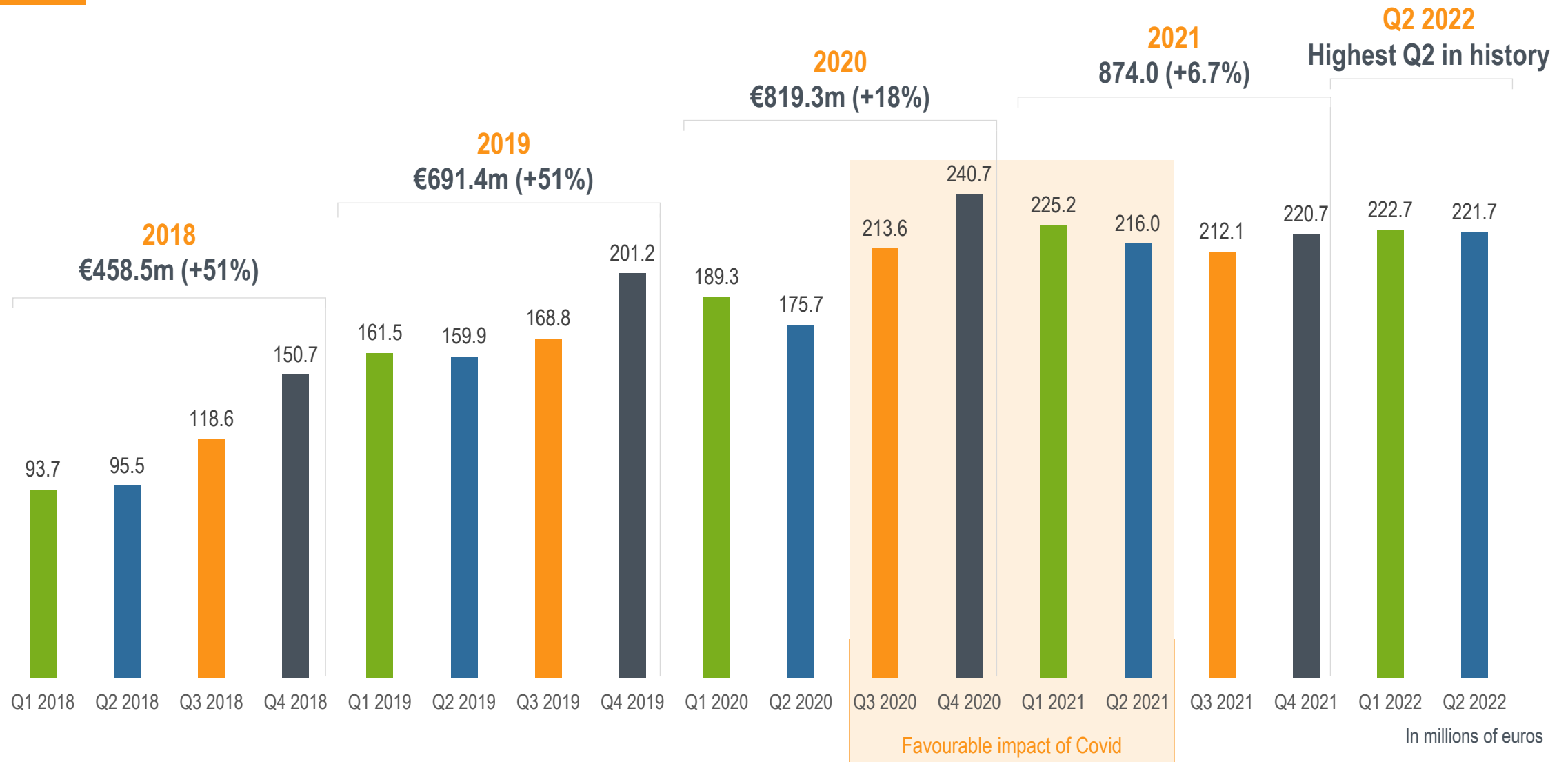
Solutions for New Technologies

H1 2022 REVENUE: +0.7% (-1.5% organic)



In millions of euros

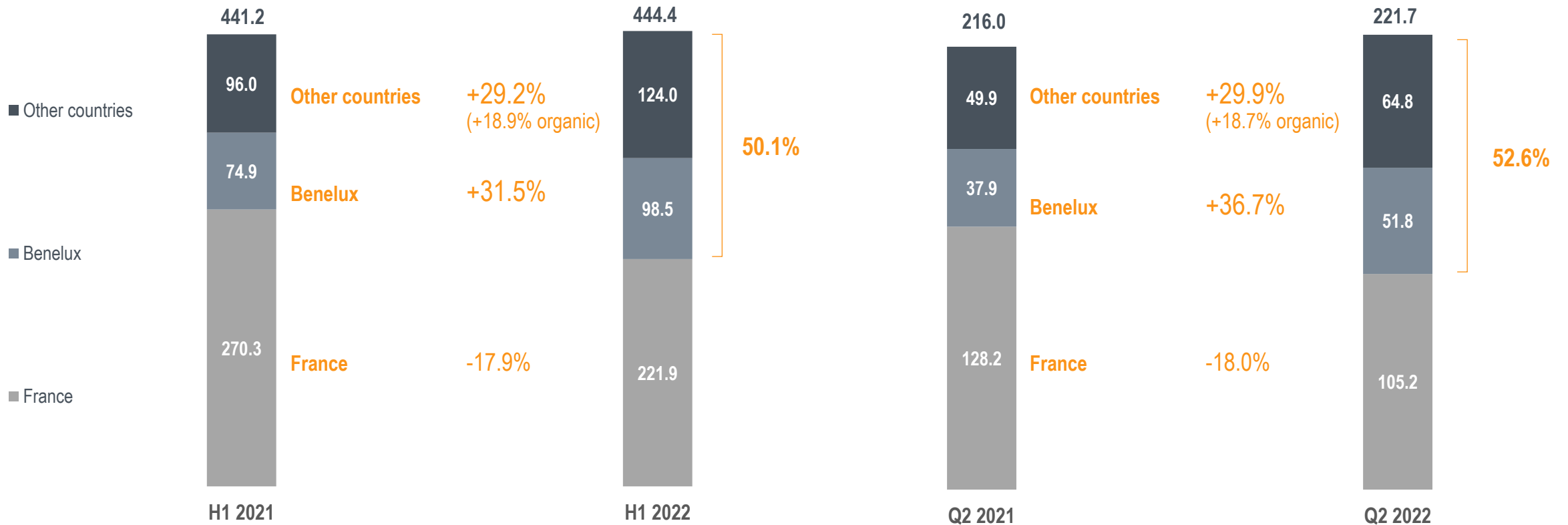
STABILISATION OF QUATERLY REVENUE ABOVE €220m



CONTINUED REBALANCING OF REVENUE WITH SOLID GROWTH OUTSIDE OF FRANCE

H1 2022 Revenue **+0.7%**
(-1.5% organic)

Q2 2022 Revenue **+2.7%**
(+0.1% organic)



In millions of euros



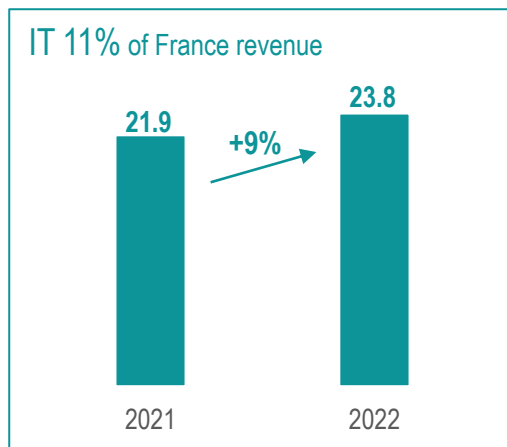
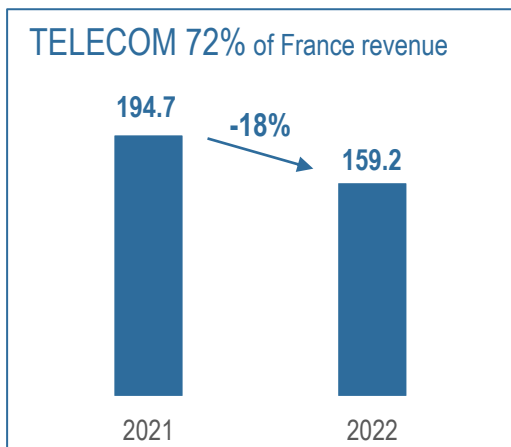
Q2 & H1 2022

DETAILS PER BUSINESS AND REGION

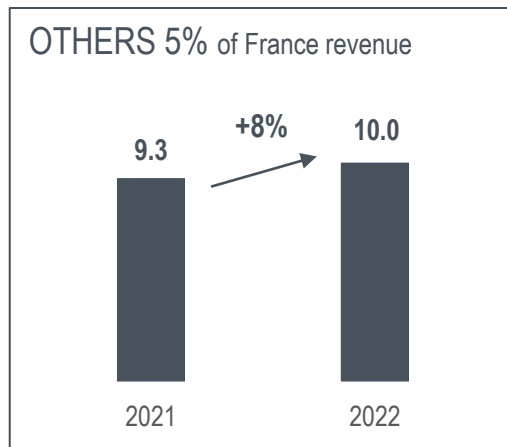
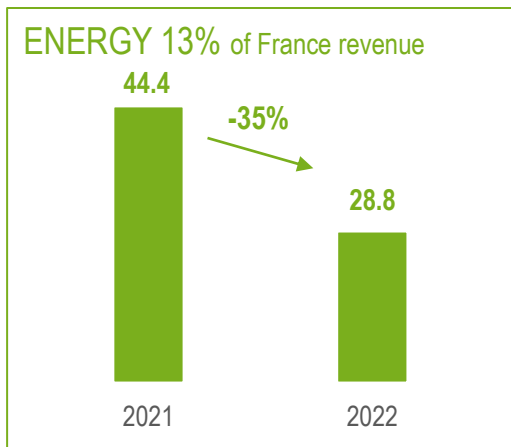
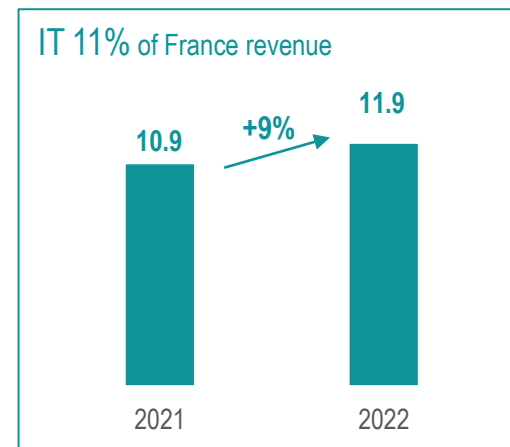
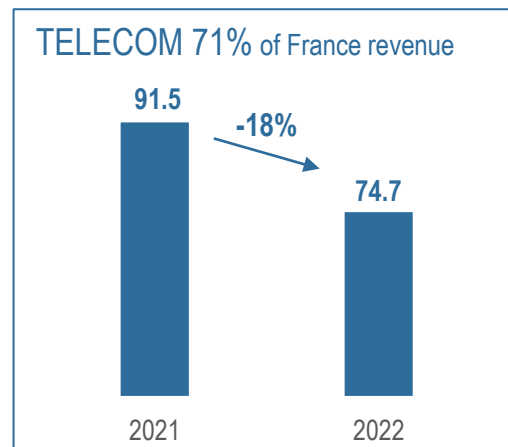
FRANCE



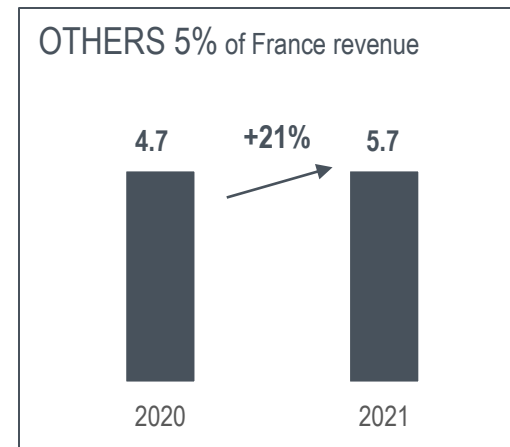
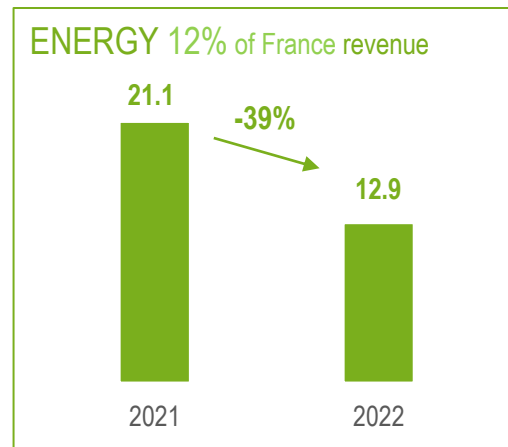
H1 2022 Revenue €221.9m
-17.9%



Q2 2022 Revenue €105.2m
-18.0%



In millions of euros

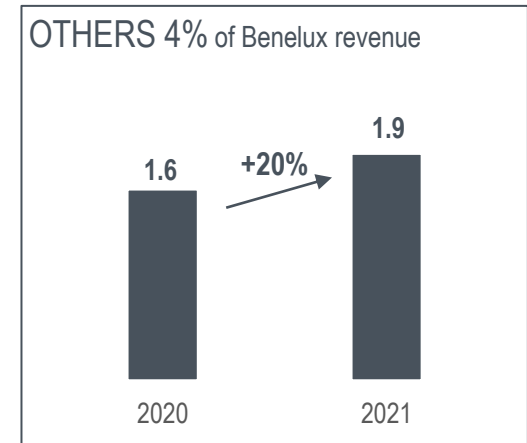
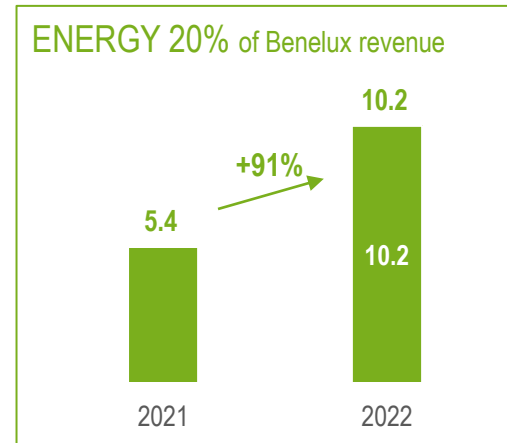
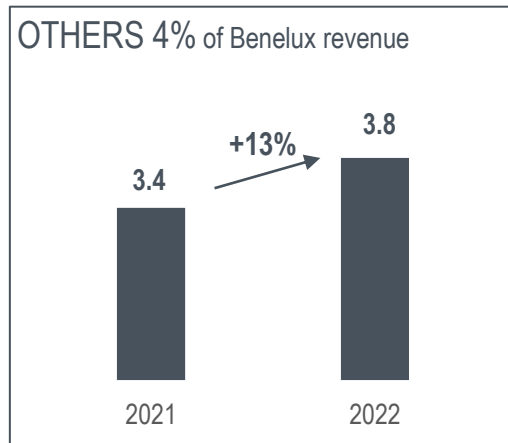
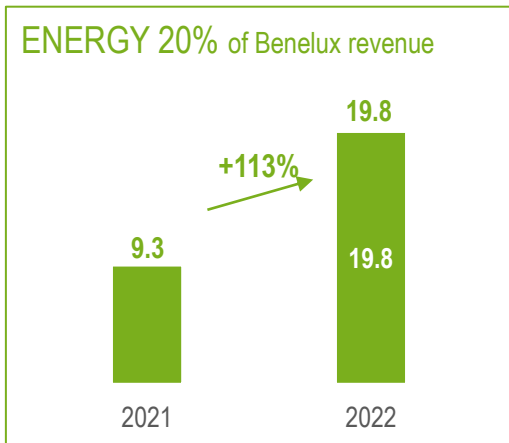
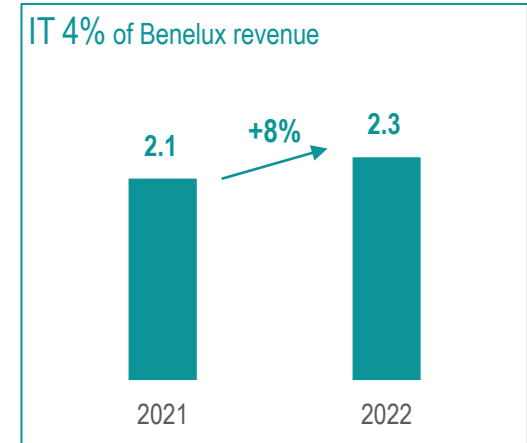
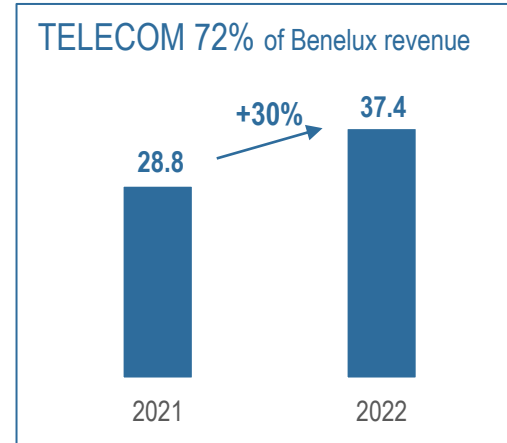
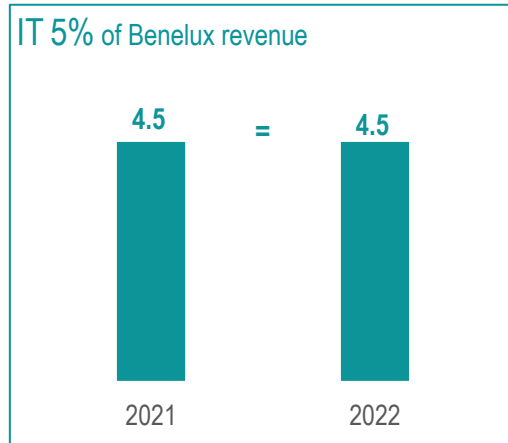
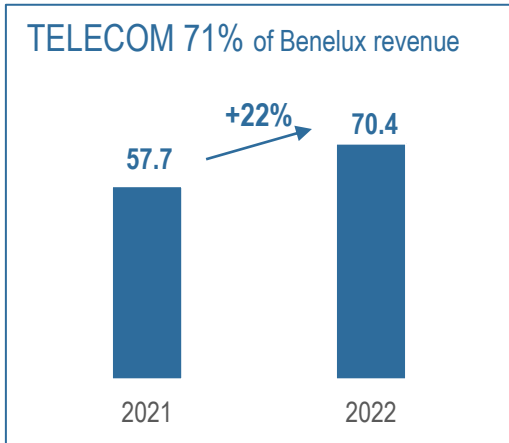


In millions of euros

BENELUX

H1 2022 Revenue **€98.5m**
+31.5%

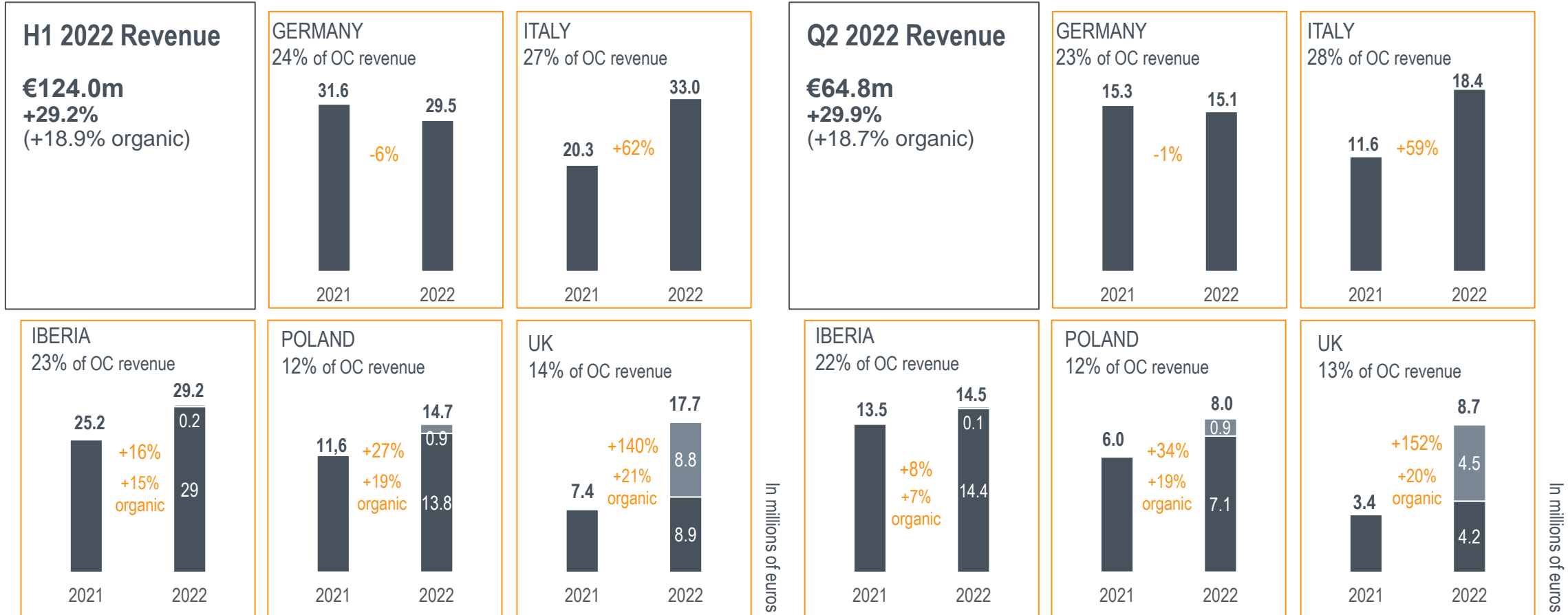
Q2 2022 Revenue **€51.8m**
+36.7%



In millions of euros

In millions of euros

OTHER COUNTRIES





OUTLOOK

CONTINUED STRENGTHENING OF INTERNAL PROCESS AND STRUCTURES

STRENGTHENED ETHICS & COMPLIANCE FRAMEWORK

- Hiring of a Group Head of Risk & Compliance
- New set of procedures and policies launched in H1 2022
- A dedicated team in charge of controlling the onboarding of third parties

INVOLVEMENT OF THE WHOLE ORGANISATION

- Extension of prerogatives of the Audit Committee & the Strategy Committee
- Two ongoing workstreams at ExCom level
- Ongoing training, awareness and change management program throughout the whole workforce

A system aligned with the entrepreneurial values of Solutions 30 and which aims to comply with the highest standards of ethics, internal control and risk management while preserving the agility of the Group.



2022 REVISED OUTLOOK



H1 2022

H1 2022 margins below H2 2021 margins due to operational transition in France and ramp-ups in Belgium and Italy



H2 2022

Slight acceleration of growth compared to H1 2022

Beginning of an improvement in EBITDA margin thanks to better absorption of ramp-up costs and operational process beginning to normalise in France



Priority to organic growth and operational execution

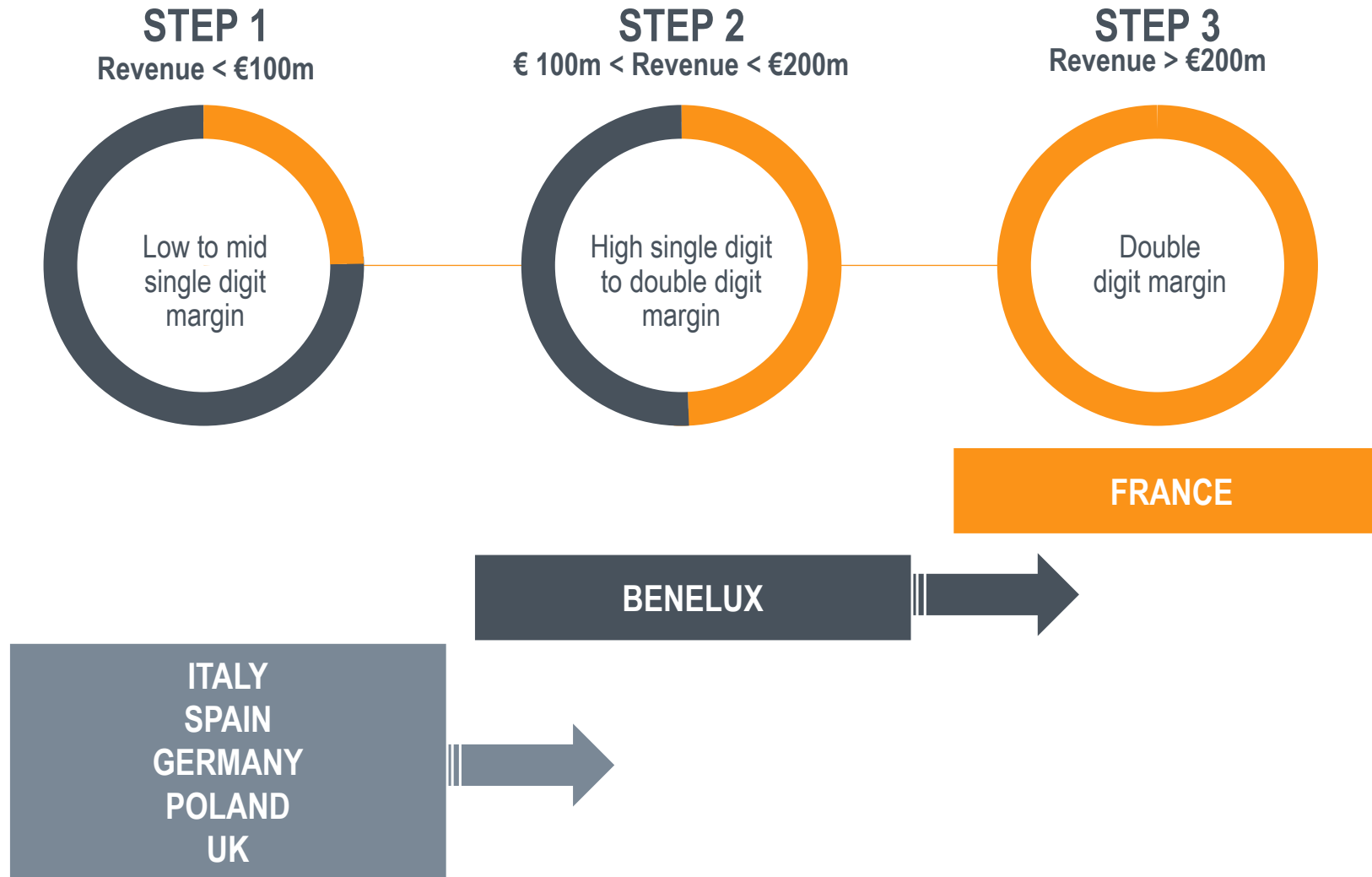
Negotiate price increases with customers

Strict control of operating costs

Preservation of a sound financial structure

2022-26 KEY CHALLENGE

REACHING THE CRITICAL SIZE IN ALL COUNTRIES





QUESTIONS & ANSWERS

BY PHONE

PLEASE PRESS

*

1

BY WEBCAST

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



Solutions30
Solutions For New Technologies

Two decades serving digital deployment in Europe

AGENDA

Half-year results, 2022		28 September 2022
Q3 revenue, 2022		27 October 2022

CONTACT

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

www.solutions30.com



2021-2022 CHANGES IN SCOPE OF CONSOLIDATION

COMPANY	COUNTRY	DATE OF CONSOLIDATION	FY REVENUE AT TIME OF ACQUISITION	COMMENT
Algor	Italy (60%)	1 Nov 2020	€4m	5G market penetration
Comvergent	UK	1 Dec 2020	€17.5m	New geography and 5G expertise
Brabamij	Belgium	1 Dec 2020	€6m	Complementary expertise in the Energy business
Byon Fiber	Portugal	30 Sept. 2021	€0.1m	Complementary expertise in FTTH
Mono Consultants Ltd	UK (assets deal)	1 Nov 2021	€32.8m	Market share and 5G expertise
Sirtel	Poland	1 Feb 2022	€3m	Market share and 5G expertise