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# 2022 9M REVENUE

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27 OCTOBER 2022

**Solutions30**  
Solutions for New Technologies

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# SPEAKERS



**Gianbeppi Fortis**  
Chief Executive Officer

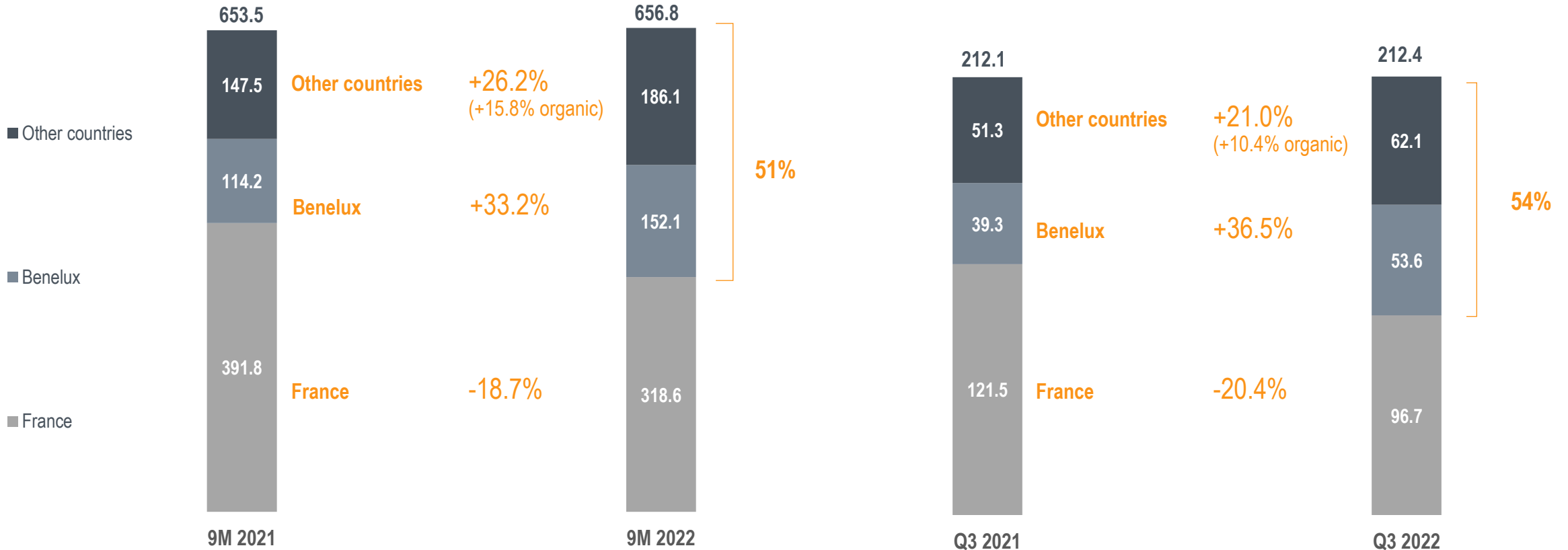


**Amaury Boilot**  
Chief Financial Officer

# CONTINUED REBALANCING OF REVENUE WITH SOLID GROWTH OUTSIDE OF FRANCE

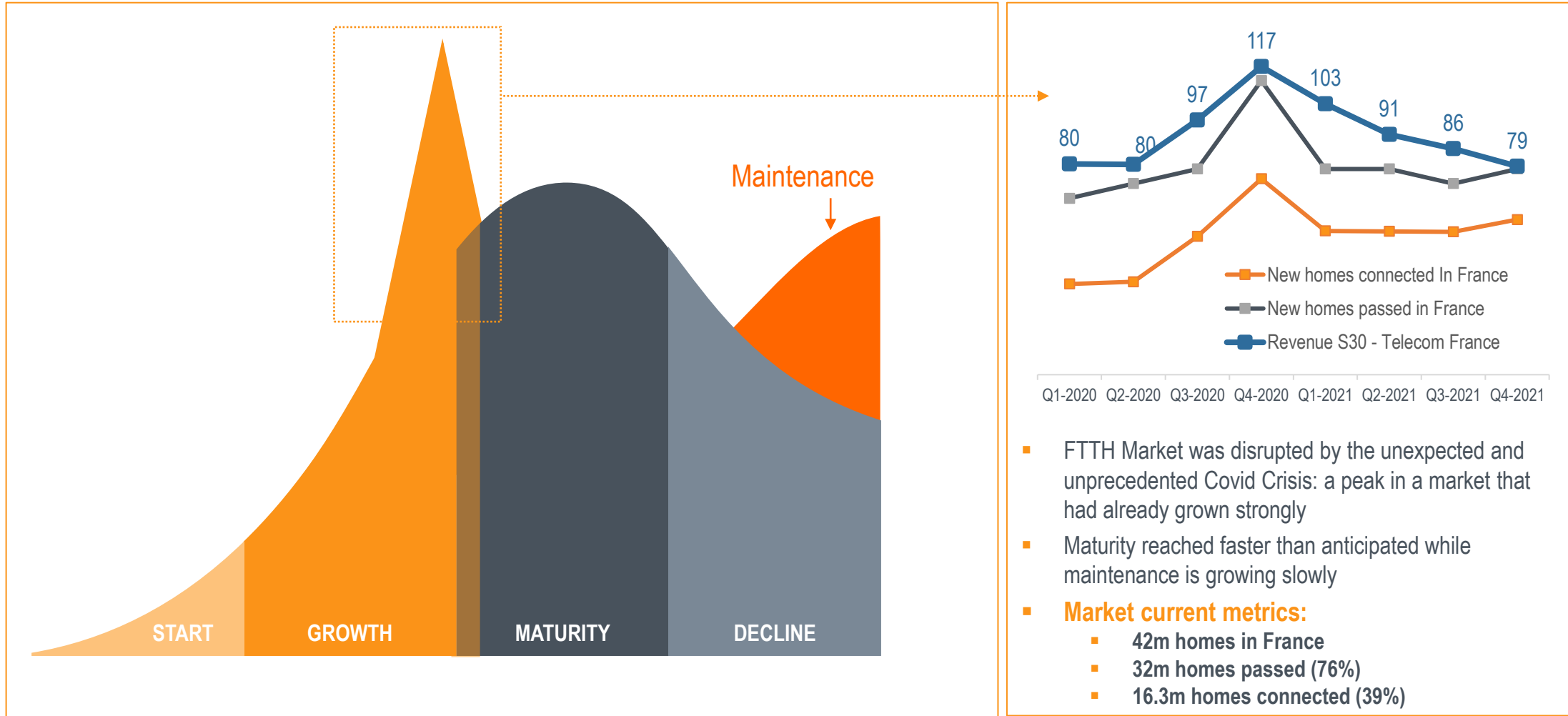
**9M 2022 Revenue** +0.5%  
(-1.8% organic)

**Q3 2022 Revenue** +0.1%  
(-2.4% organic)



In millions of euros

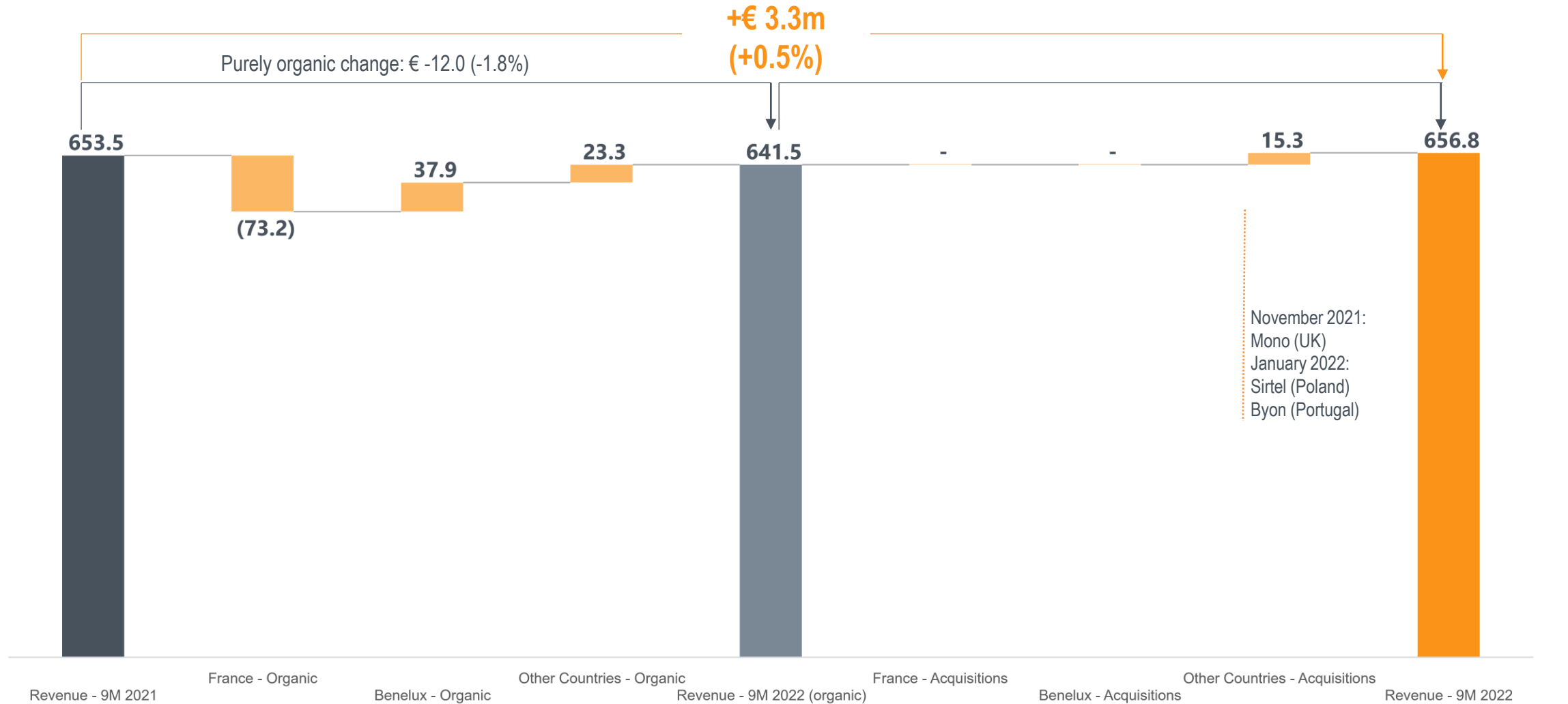
# FOCUS ON THE TELECOM MARKET IN FRANCE: NORMALISING AFTER COVID PEAK





**9M 2022 REVENUE**

# 9M 2022 REVENUE: +0.5% (-1.8% organic)



In millions of euros





# Q3 & 9M 2022

DETAILS PER BUSINESS AND REGION

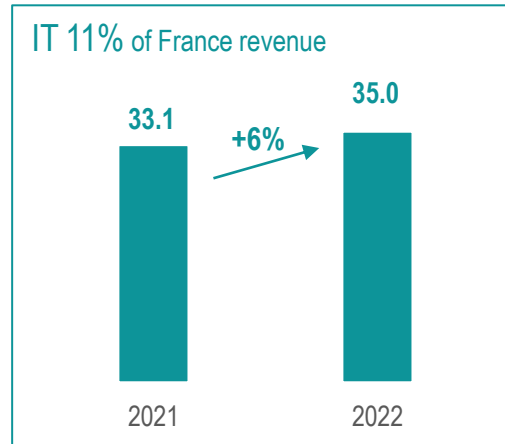
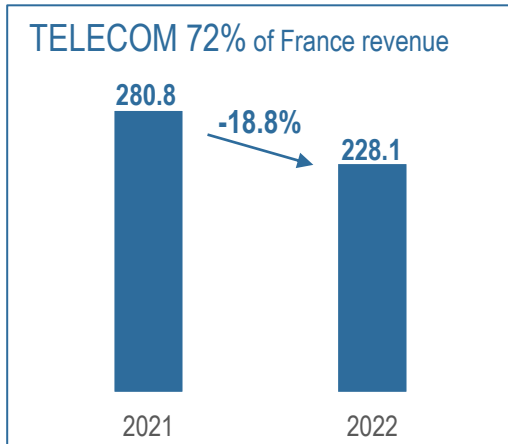
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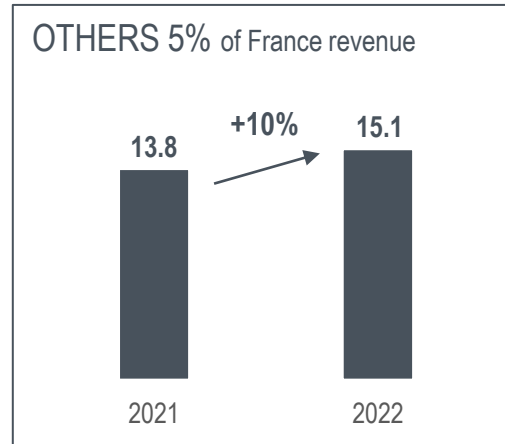
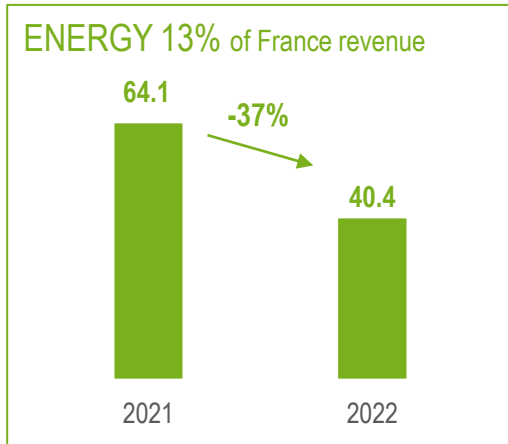
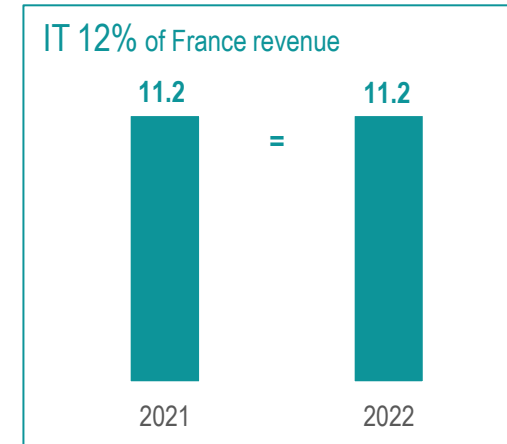
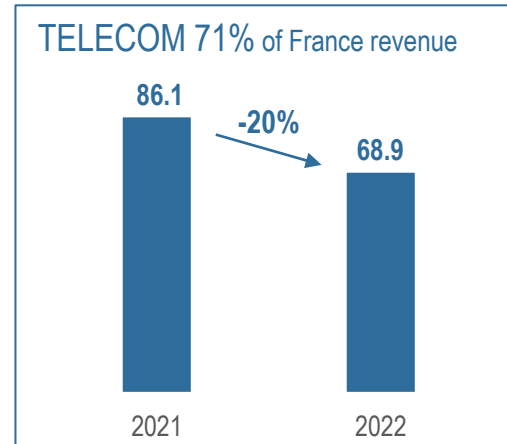


# FRANCE

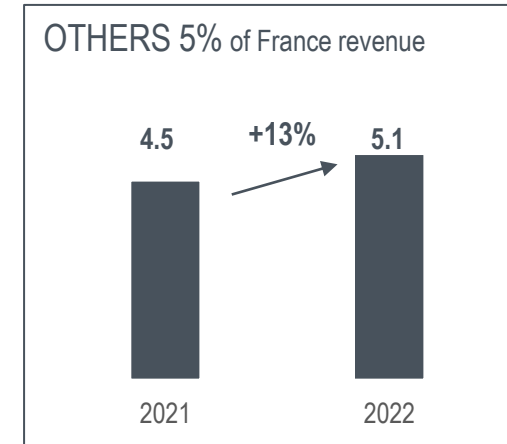
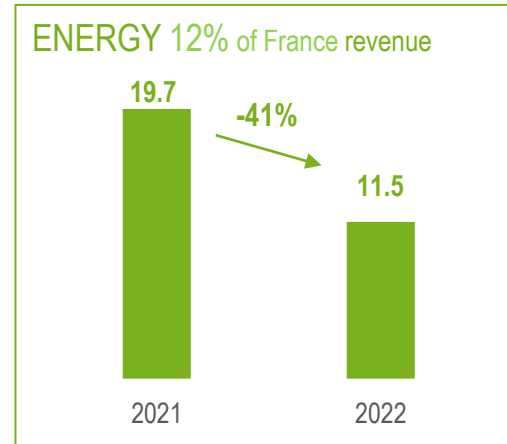
9M 2022 Revenue €318.6m  
-18.7%



Q3 2022 Revenue €96.7m  
-20.4%



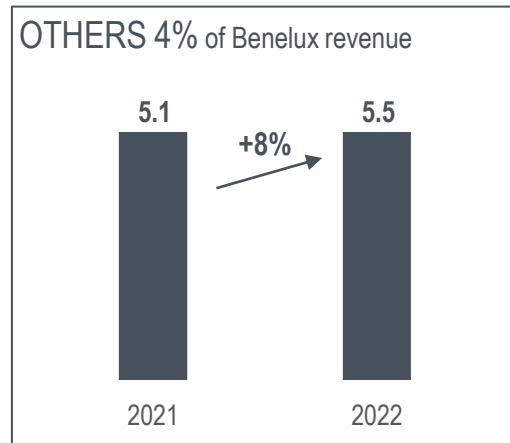
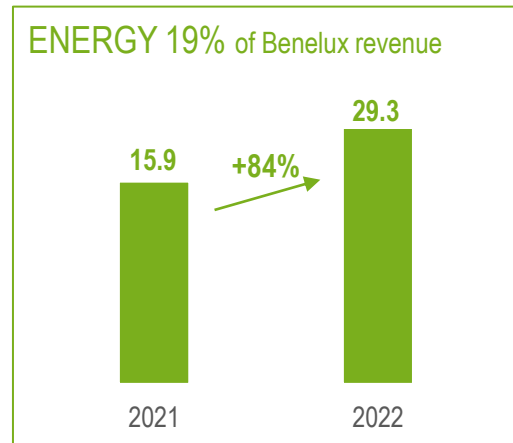
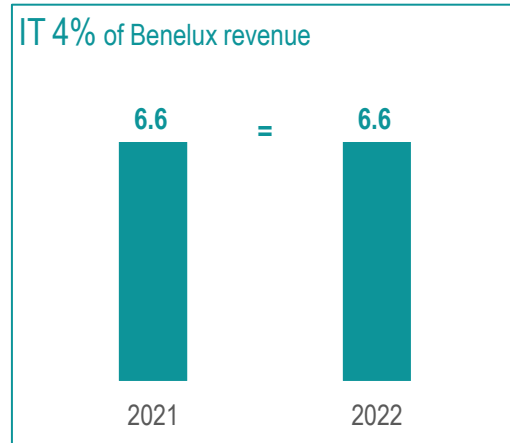
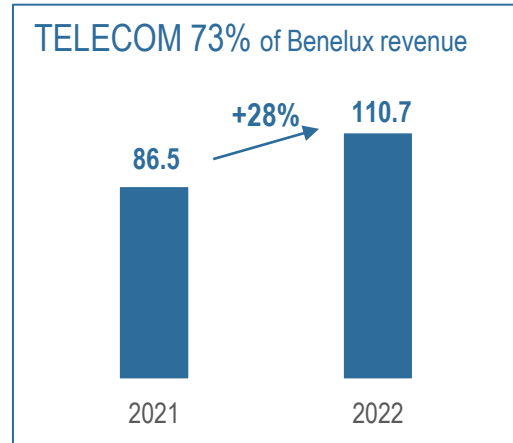
In millions of euros



In millions of euros

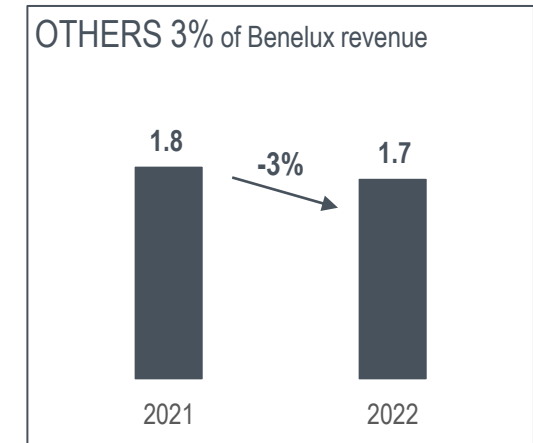
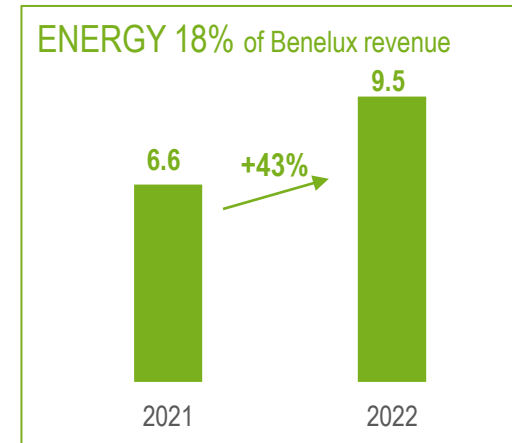
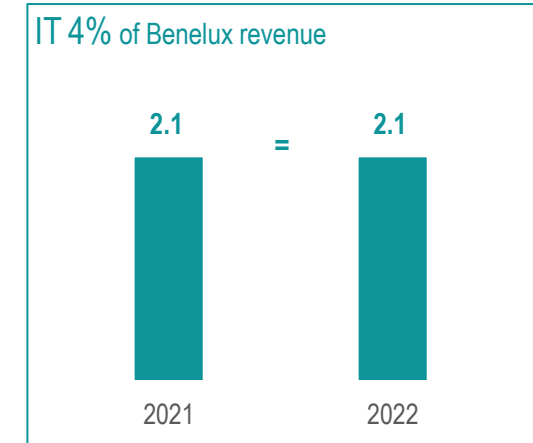
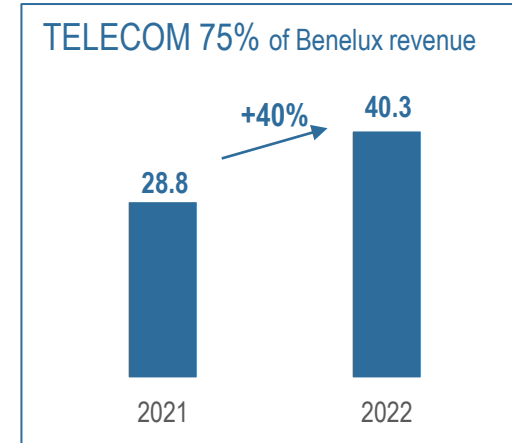
# BENELUX

9M 2022 Revenue **€152.1m**  
+33.2%



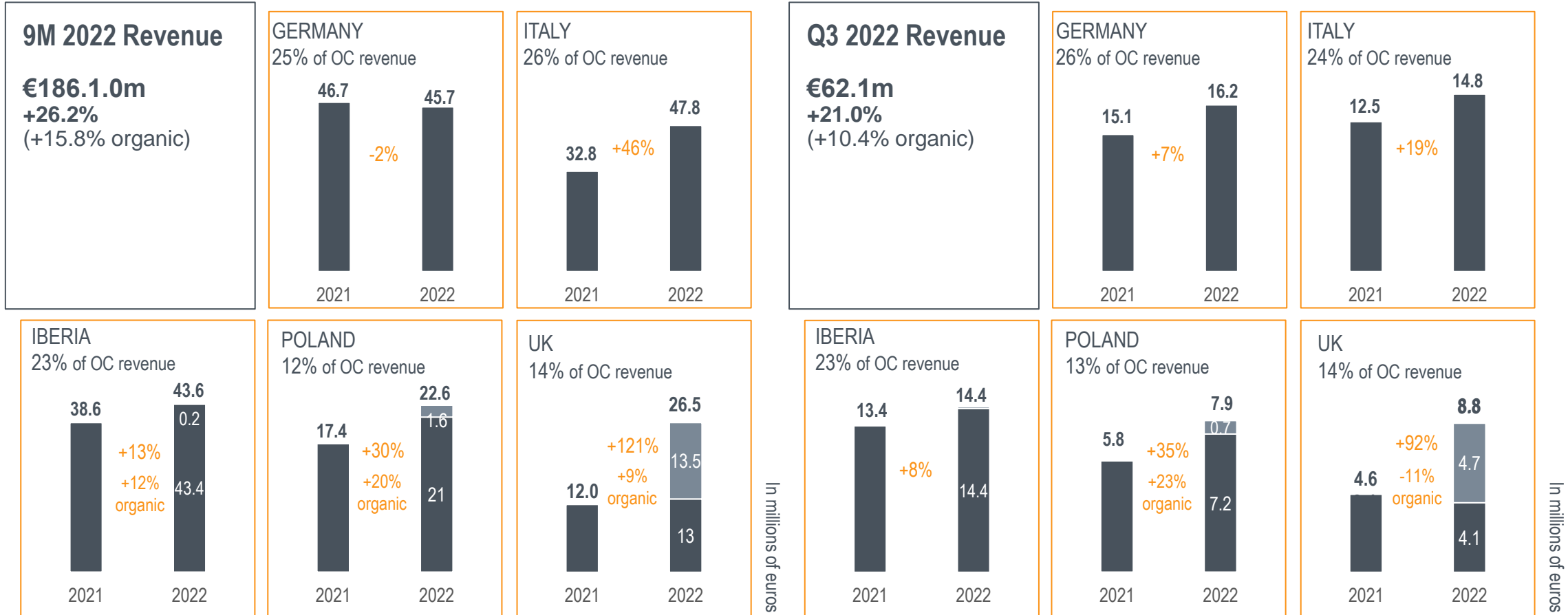
In millions of euros

9M 2022 Revenue **€53.6m**  
+36.5%



In millions of euros

# OTHER COUNTRIES





# OUTLOOK

# OUTLOOK

## 2022

French market under transition with low short-term visibility

Undergoing action plan in France aimed at returning to growth and better profitability

Continued strong growth outside of France with profitability in line with H1.

2022 revenue in line with 2021 revenue, EBITDA Margin improvement subject to ongoing price negotiations.



## 2023 & BEYOND

Growth set to accelerate and profitability to improve in 2023

Confirmation of mid & long-term outlook driven by excellent momentum outside France



## Priority to organic growth and operational execution

Negotiate price increases with customers

Strict control of operating costs

Preservation of a sound financial structure and in particular cash





# QUESTIONS & ANSWERS

## BY PHONE

PLEASE PRESS

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## BY WEBCAST

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





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Two decades serving digital deployment in Europe

## AGENDA

Q4 and FY revenue, 2022

| 26 January 2022

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# 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