



Good evening to all and thank you for being here.

We will hold this conference in French. A transcript in English will be available on our website following this meeting.

For our English-speaking attendees, please be aware that we will hold this conference in French. An English transcript will be available on our website.

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.

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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



Gianpiero Fortis
Chief Executive Officer



Amaury Boilot
Chief Finance Officer

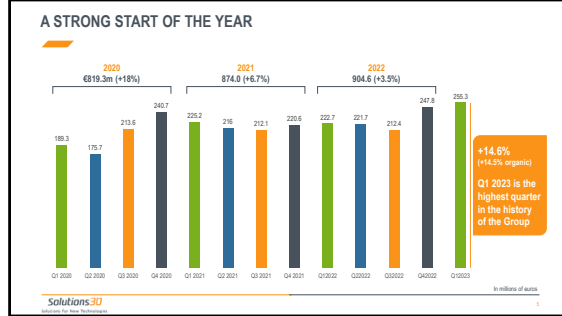
Amaury Boilot, our CFO is by my side to comment on this year's first-quarter revenue and, as usual, we will answer your questions at the end of this presentation.



Q1 2023
Overview

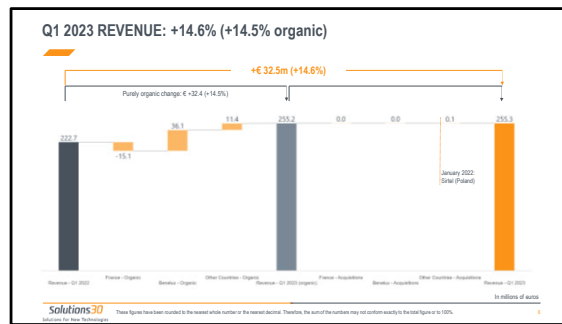
Gianpeppe Fortis, CEO

Solutions30
Solutions for New Businesses



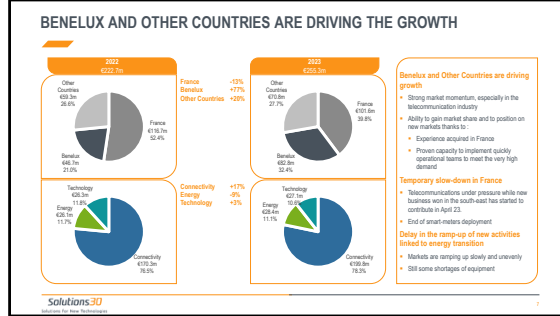
In the wake of 2022's historically high fourth quarter, the first quarter of 2023 has set a new record for the group.

The year is off to an excellent start for our group with revenue of €255.3 million, up 14.6% and in line with our forecasts.



As this chart shows, growth in the Benelux and other countries bolstered our quarterly performance and more than offset our declining business in France, which remains under pressure because its markets are more mature.

We should also point out that this quarter's growth was almost exclusively organic.



The first quarter kept up the momentum from the previous quarter with excellent performance from the Benelux and other countries, while pressure from the telecom sector and the transformation of energy activities continued to impact business in France.

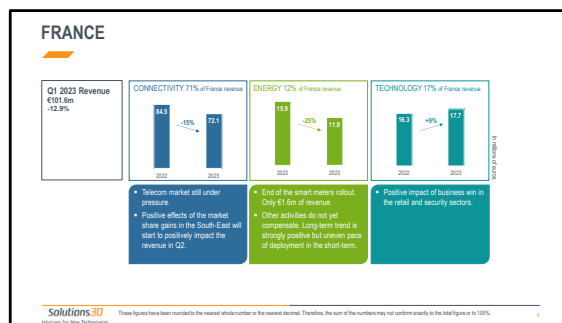
France now accounts for just under 40% of the group’s revenue after revenue from this country fell by 13% during the quarter. The Benelux countries, whose revenue surged by 77%, now account for 32% of our total revenue. The other countries we operate in together posted growth of 19% and now represent 28% of the group’s total revenue.

Given this growth, whose major contributor was the telecoms sector, our **Connectivity Solutions** now account for 78% of the group’s revenue.

I give the floor to Amaury who will explain the performance of each of our geographical segments in more detail.



Thank you Gianbeppi and good evening to everyone.

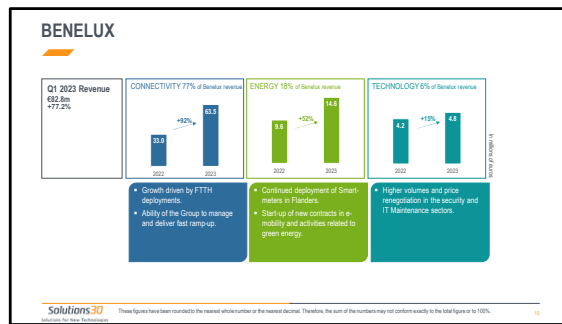


In France, revenue for the first quarter of 2023 amounted to €101.6 million, down 13%.

Connectivity Solutions generated revenue of €72.1 million. This revenue is down 15% due to lingering market pressure in the first quarter, as volumes fell. I will take this opportunity to remind you that, as we have indicated on several occasions, the new Orange contract, which completely upended our market, began on April 1, 2022. As a result, the impact of the market share we gained in the Southeast of France after Scopelec filed for bankruptcy will not be apparent until the second quarter.

Energy Solutions posted revenue of €11.9 million, down 25%. This business remains strongly impacted by the end of smart electricity meter roll-outs in France. Revenue from the Linky meter roll-outs only represented €1.6 million over the period. The deployment of other activities, mainly related to electric mobility and renewable energies, is still not up to speed and standardized. This is typical of all new activities. Business models and operational processes are constantly being adjusted as the market takes shape, particularly in the B2C segment. These activities were stable in the first quarter of 2023 compared to the first quarter of 2022, which does not reflect their underlying trend pointing to sustainable and dynamic growth.

Technology Solutions grew by 9% over the quarter. This performance was driven by an increase in the installation of payment solutions and security systems, as well as maintenance associated with them.



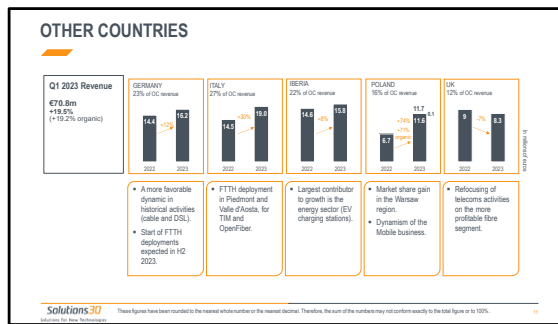
In the Benelux, the group posted excellent performance with revenue growing by 77%. Revenue for this region has reached nearly €83 million.

In the Benelux, the group has managed to gain very strong competitive positions in both the telecom and energy sectors.

Revenue from Connectivity Solutions almost doubled to €63.5 million. FTTH deployments are accelerating and the teams are doing a remarkable job of recruiting and training our technicians to keep up with particularly fast deployment schedules.

Revenue from Energy Solutions was €14.6 million, up 52%. Smart meter deployments in Flanders continue. We have also started new contracts for activities related to renewable energies and electric mobility.

Finally, our Technology Solutions grew by 15%. As in France, our security activities contributed to this performance. For IT maintenance activities, there was also an increase in volumes and successful price renegotiations to adjust to inflation.



In all other countries, the group posted growth of 19.5% (19.2% organic growth), with quarterly revenue amounting to €70.8 million.

In Germany, revenue amounted to €16.2 million compared to €14.4 million the previous year. Conditions for growth in the telecom sector are improving. In this country, we are still mainly involved in historical cable and DSL activities. Fiber-optic deployments are expected to start in the second half of the year.

In Italy, business continues to be driven by the deployment of ultra-fast infrastructure in Piedmont and the Aosta Valley, on behalf of TIM and OpenFiber. Revenue grew by 30% in the first quarter of 2023 to reach €19 million.

On the Iberian Peninsula, business grew organically by 8% to €15.8 million, thanks to the start of new contracts to install electric charging stations. **Energy Solutions** were the biggest contributor to this quarterly growth.

Poland is experiencing solid growth of 74% with revenue reaching €11.6 million. Organic growth was 71%. This strong performance is a result of market share gains in the Warsaw region and excellent momentum from mobile-related activities.

Finally, in the United Kingdom, Solutions30 has decided to refocus on the most promising telecom activities, namely those related to deploying fiber. The group generated €8.3 million in revenue for the quarter, down 7%.

Gianbeppi, I'll let you take the floor again for the conclusion.



OUTLOOK

Gianpeppe Fortis, CEO

Solutions30
Innovate for New Technologies



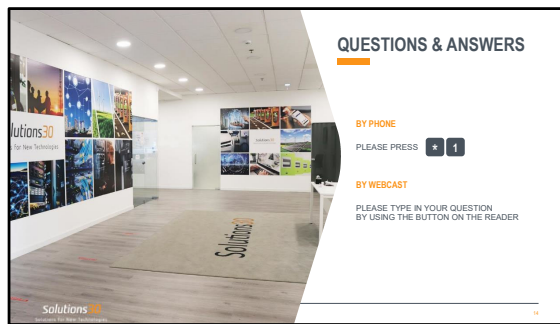
Thank you, Amaury.

Strong momentum at the beginning of the year has put us on the path to double-digit growth for the full year despite the uncertainty stemming from geopolitics and the economy at large.

This growth should put us past the symbolic milestone of €1 billion in revenue this year. And as indicated a few weeks ago, we confirm that we expect our margins to improve gradually throughout the year.

The Solutions30 model is solid and has been widely proven. In 2022, we stopped to catch our breath. This was only time we did in 20 years of double-digit and profitable growth. We have structurally promising growth drivers, solid expertise, and a demonstrated ability to replicate our model: what we are doing in the Benelux proves it.

We are now looking to the future with confidence and determination, targeting revenue of €2.5 billion in the medium term with a double-digit EBITDA margin.



We are now available to answer your questions.

Thank you all for your active participation. Our performance in the first quarter was solid and bodes well for the rest of the year.

