

*Solutions***30**

Solutions for New Technologies

# Q1 REVENUE **2023**

**10 MAY 2023**



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# SPEAKERS



**Gianbeppi Fortis**  
Chief Executive Officer



**Amaury Boilot**  
Chief Financial Officer





# Q1 2023

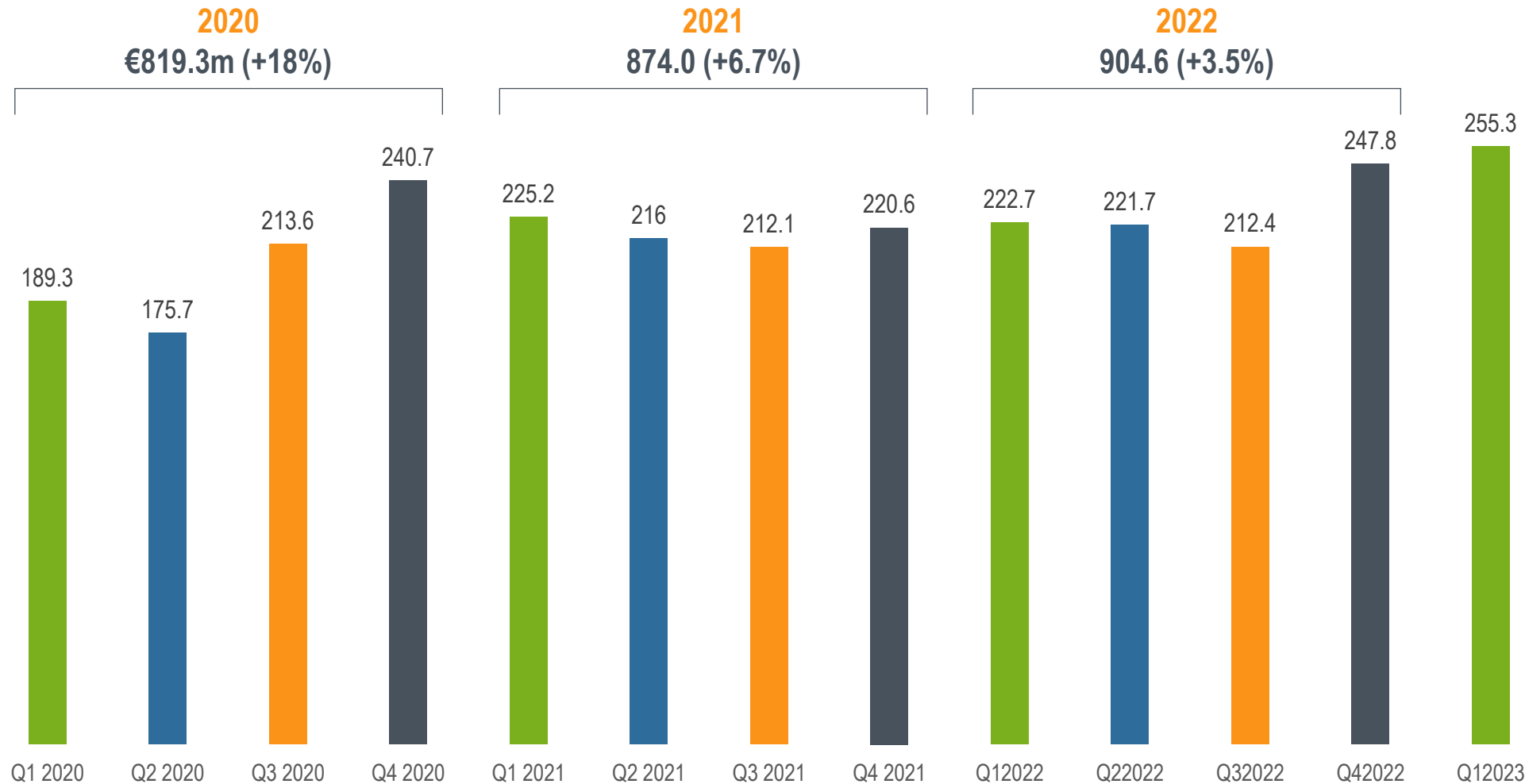
## Overview

Gianbeppi Fortis, CEO

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# A STRONG START OF THE YEAR

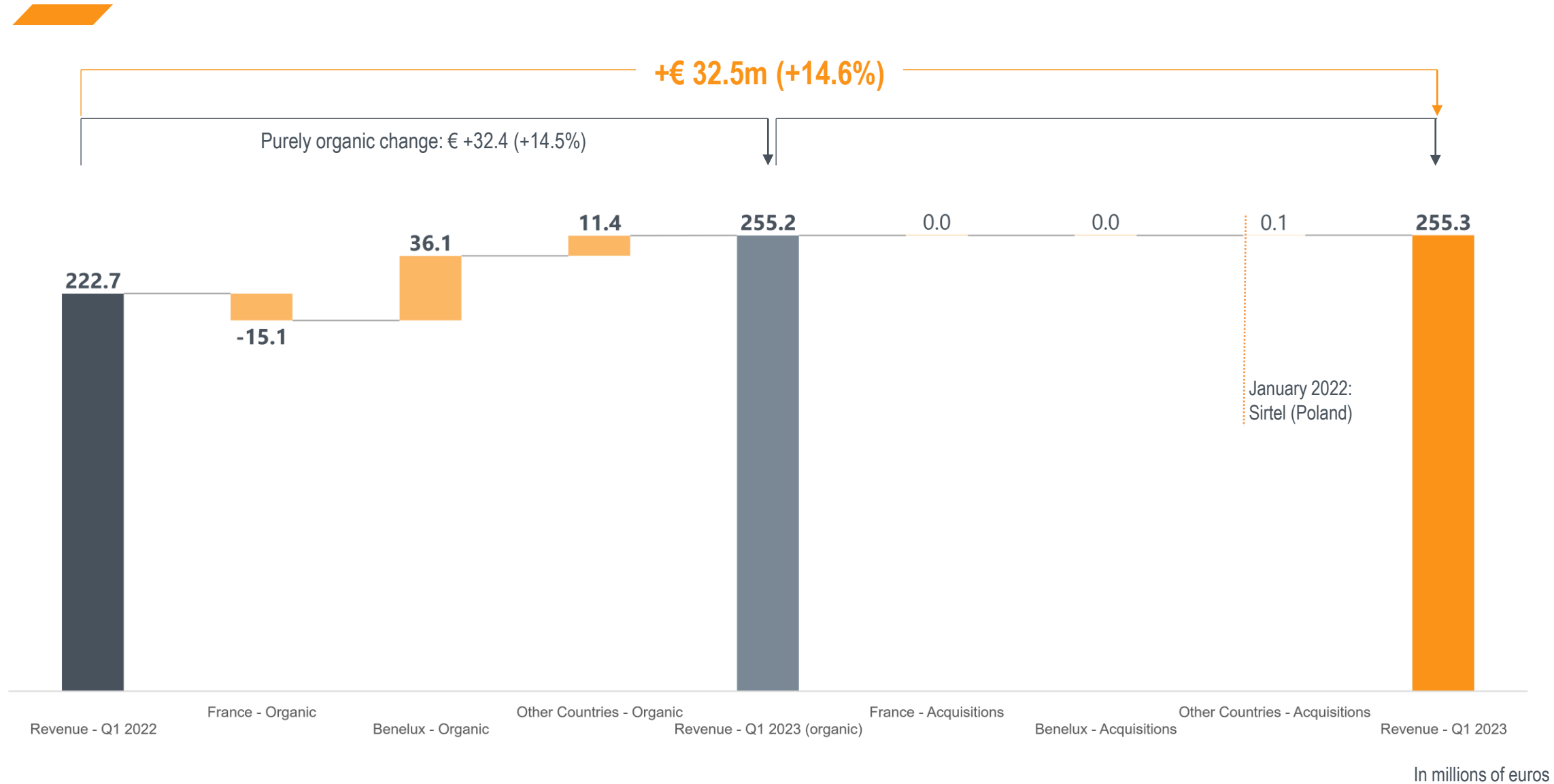


**+14.6%**  
(+14.5% organic)

**Q1 2023 is the  
highest quarter  
in the history  
of the Group**

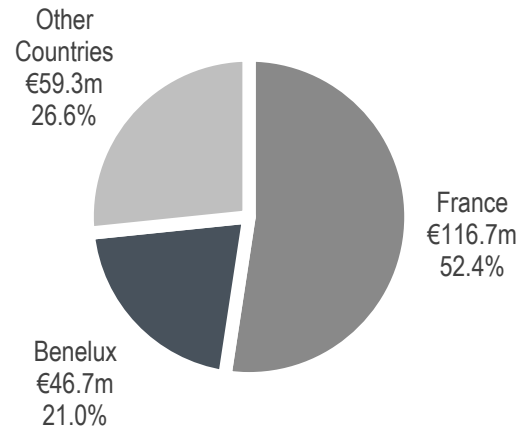
In millions of euros

# Q1 2023 REVENUE: +14.6% (+14.5% organic)



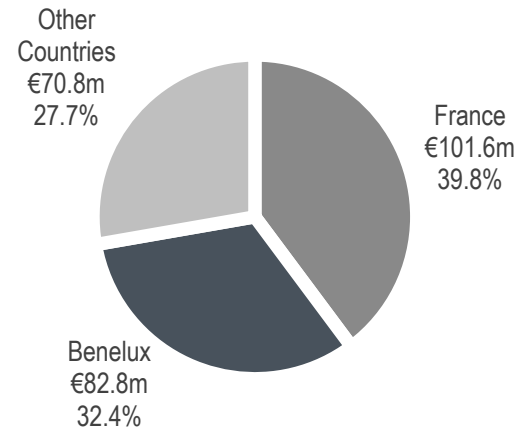
# BENELUX AND OTHER COUNTRIES ARE DRIVING THE GROWTH

Q1 2022  
€222.7m

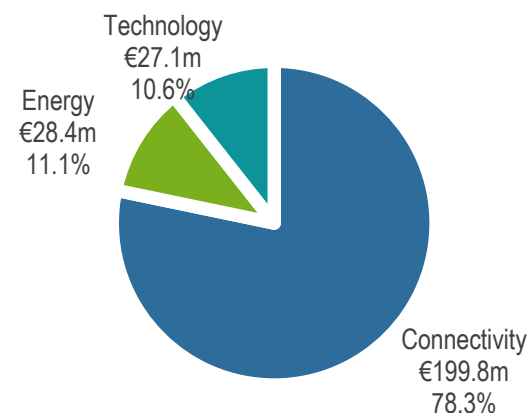
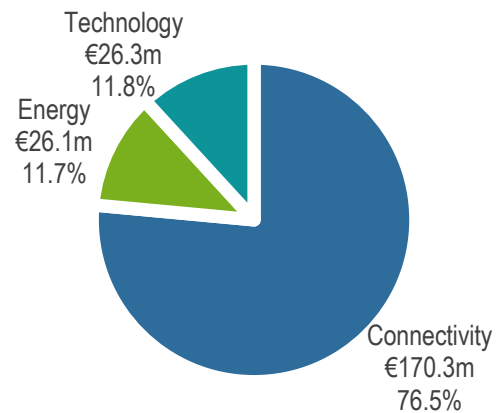


France -13%  
Benelux +77%  
Other Countries +20%

Q1 2023  
€255.3m



Connectivity +17%  
Energy -9%  
Technology +3%



## Benelux and Other Countries are driving growth

- Strong market momentum, especially in the telecommunication industry
- Ability to gain market share and to position on new markets thanks to :
  - Experience acquired in France
  - Proven capacity to implement quickly operational teams to meet the very high demand

## Temporary slow-down in France

- Telecommunications under pressure while new business won in the south-east has started to contribute in April 23.
- End of smart-meters deployment

## Delay in the ramp-up of new activities linked to energy transition

- Markets are ramping up slowly and unevenly
- Still some shortages of equipment



A large, stylized graphic of the letters 'AI' in white, surrounded by a complex network of glowing blue lines and dots, resembling a neural network or circuitry. Binary code (0s and 1s) is scattered throughout the background. The overall theme is artificial intelligence and technology.

AI

**Q1 2023**

Details per business and region

Amaury Boilot, CFO

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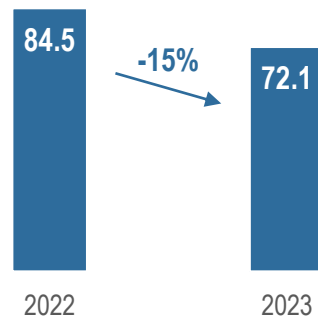


# FRANCE



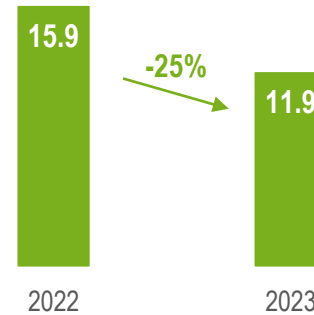
**Q1 2023 Revenue**  
€101.6m  
-12.9%

**CONNECTIVITY** 71% of France revenue



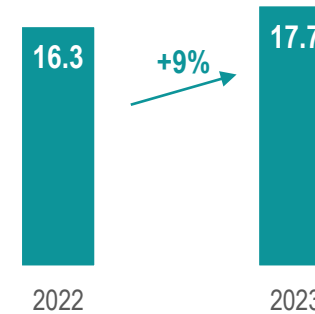
- Telecom market still under pressure.
- Positive effects of the market share gains in the South-East will start to positively impact the revenue in Q2.

**ENERGY** 12% of France revenue



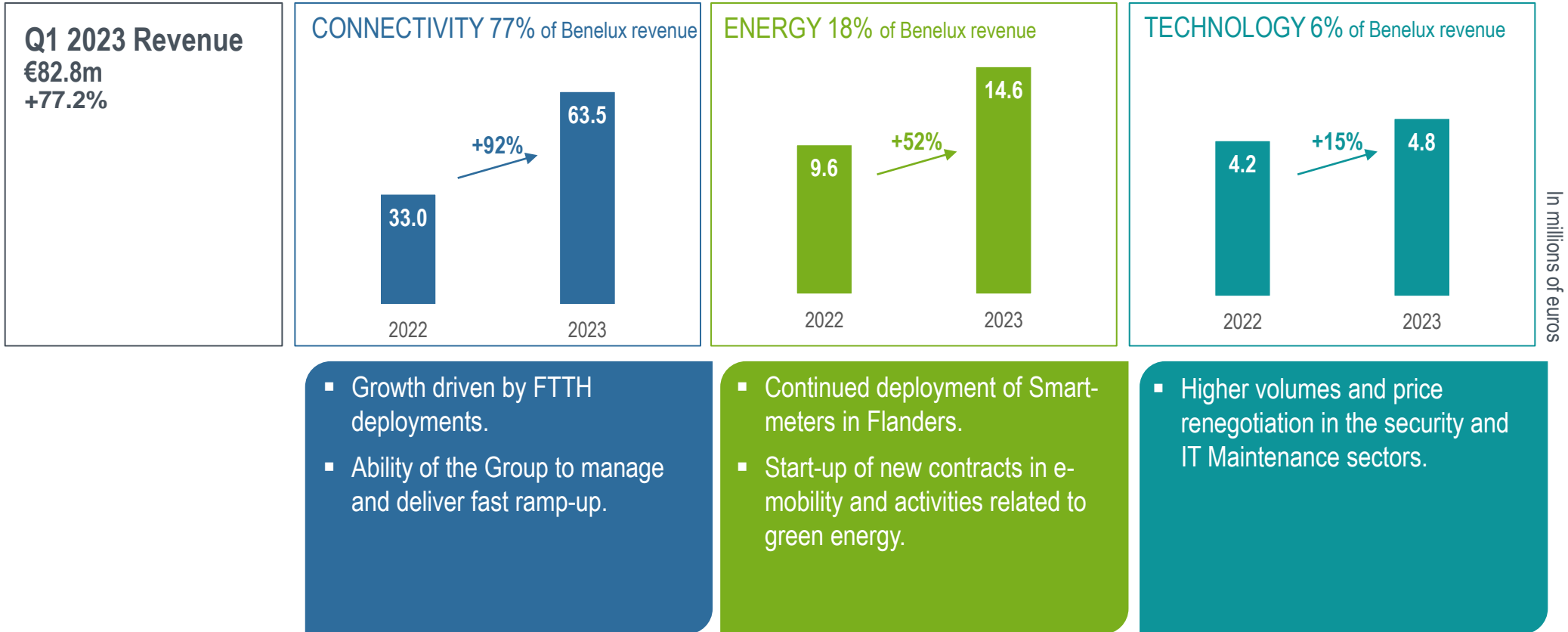
- End of the smart meters rollout. Only €1.6m of revenue.
- Other activities do not yet compensate. Long-term trend is strongly positive but uneven pace of deployment in the short-term.

**TECHNOLOGY** 17% of France revenue



- Positive impact of business win in the retail and security sectors.

In millions of euros

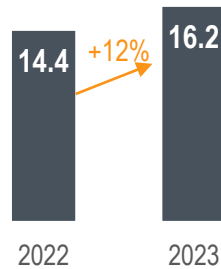


# OTHER COUNTRIES

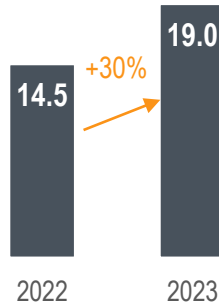
## Q1 2023 Revenue

**€70.8m**  
**+19.5%**  
 (+19.2% organic)

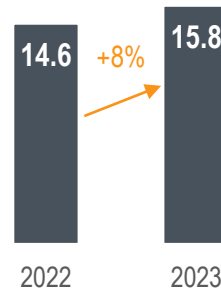
GERMANY  
 23% of OC revenue



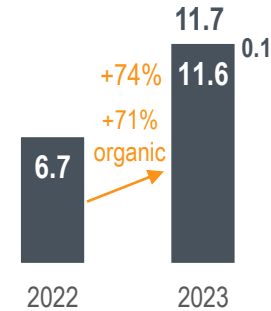
ITALY  
 27% of OC revenue



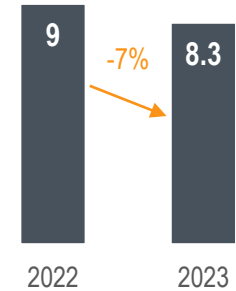
IBERIA  
 22% of OC revenue



POLAND  
 16% of OC revenue



UK  
 12% of OC revenue



In millions of euros

- A more favorable dynamic in historical activities (cable and DSL).
- Start of FTTH deployments expected in H2 2023.

- FTTH deployment in Piedmont and Valle d'Aosta, for TIM and OpenFiber.

- Largest contributor to growth is the energy sector (EV charging stations).

- Market share gain in the Warsaw region.
- Dynamism of the Mobile business.

- Refocusing of telecoms activities on the more profitable fibre segment.



# OUTLOOK

Gianbeppi Fortis, CEO

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# OUTLOOK



## REVENUE

Above €1 bn in 2023

€2,5bn in the mid-term



## PROFITABILITY

Improvement of EBITDA margin throughout the year

Confirmed normative EBITDA margin at 15% when growth and market conditions are stabilised



## 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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1

BY WEBCAST

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





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## Solutions30

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