

*Solutions***30**

Solutions for New Technologies

# Q2 REVENUE **2023**

**25 JULY 2023**



# DISCLAIMER



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# SPEAKERS



**Gianbeppi Fortis**  
Chief Executive Officer



**Amaury Boilot**  
Group Secretary General



# Q2 2023

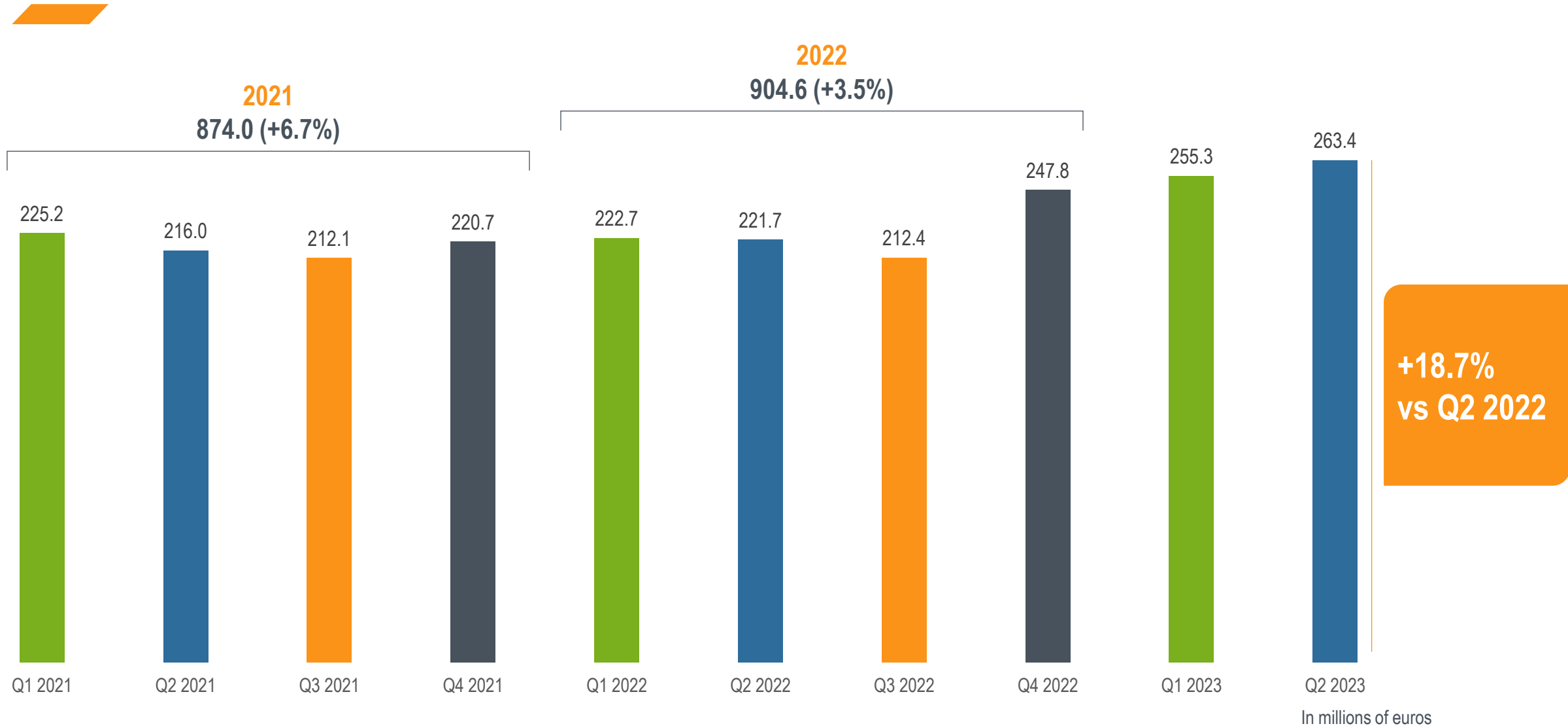
## Overview

Gianbeppi Fortis, CEO

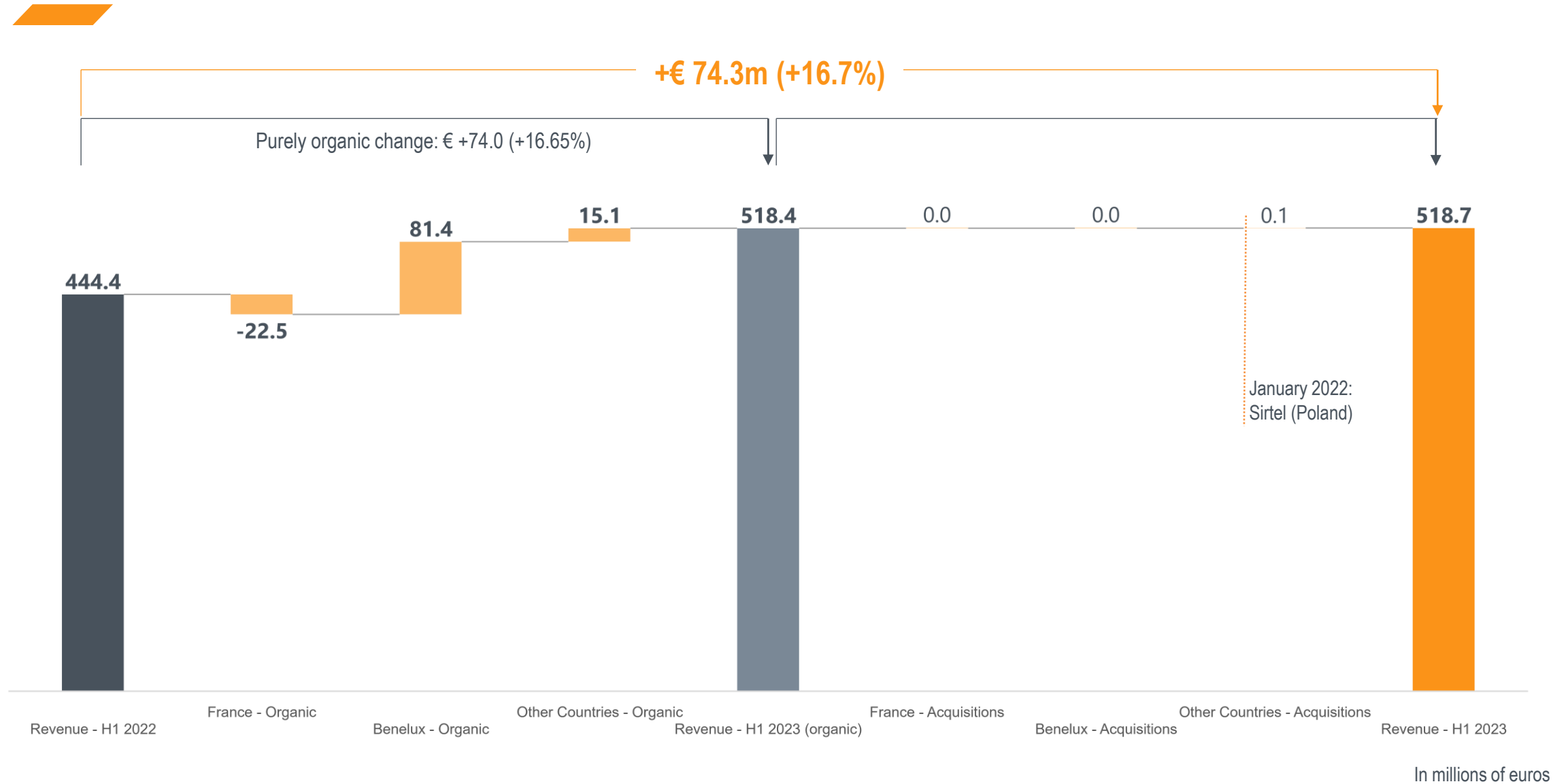
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# CONFIRMATION OF DOUBLE DIGIT GROWTH



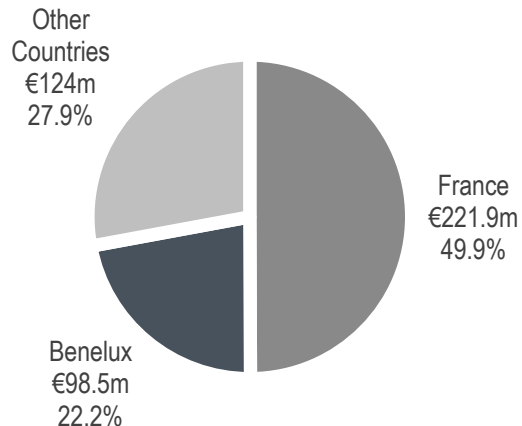
# H1 2023 REVENUE: +16.7% (+16.6% organic)



# BENELUX AND OTHER COUNTRIES KEEP DRIVING THE GROWTH

H1 2022

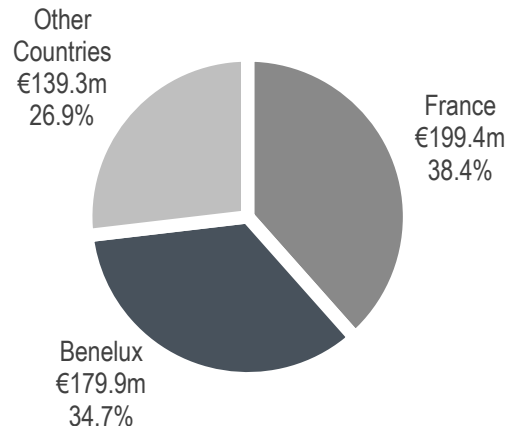
€444.4m



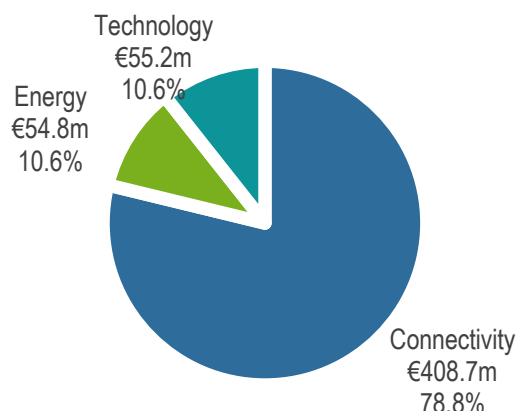
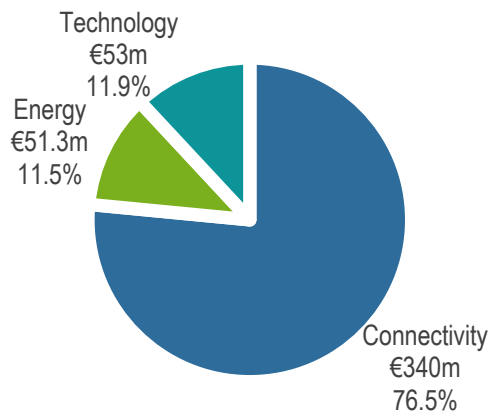
France -10%  
Benelux +83%  
Other Countries +12%

H1 2023

€518.7m



Connectivity +20%  
Energy +7%  
Technology +4%



## Benelux and Other Countries keep driving growth

- Strong market momentum, especially in the telecommunication industry where FTTH roll-out are just starting.
- 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

- The increase in revenue in the South-East region does not fully compensate :
  - Overall slowdown in this market
  - Price cuts applied in 2022, only partially offset by the increases negotiated following the rise in inflation.
- End of smart-meters deployment

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

- Markets are ramping up slowly and unevenly
- Strong outlook in the photovoltaic B2B segment



The background is a composite image featuring a person in a business suit holding a tablet, with another person's hands typing on a laptop in the foreground. Overlaid on this are various digital and technological elements: binary code (0s and 1s), glowing blue lines, circular patterns, and several icons including a brain, a hand holding a device, a laptop, and a classical building facade. The word 'AI' is prominently displayed in the upper right quadrant.

AI

# H1 2023

Details per business and region

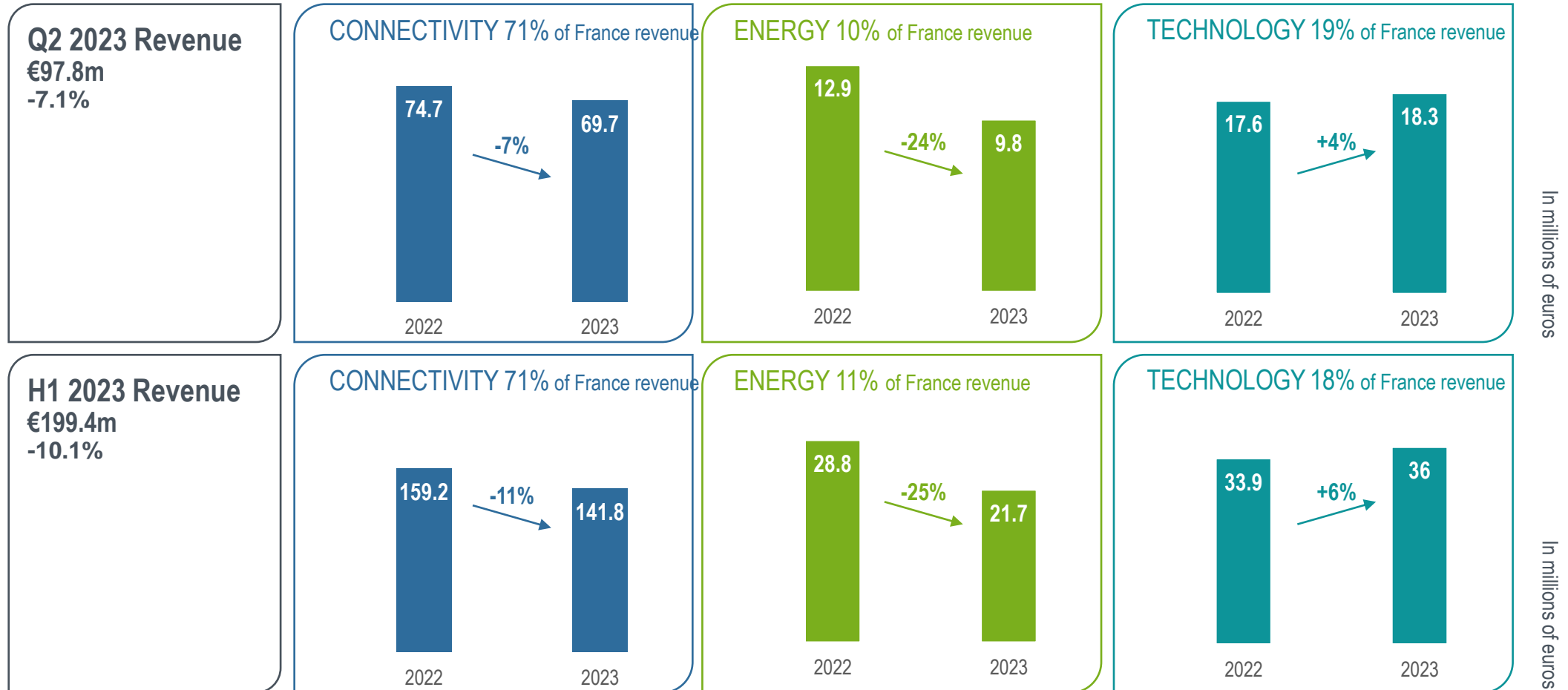
Amaury Boilot, Group Secretary General

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# FRANCE



# ACQUISITION OF ELEC ENR

- A company specializing in the installation and maintenance of technologies related to renewable energy production.
- A strategic acquisition that strengthens the group's territorial coverage in a region with high potential.
- Consolidation of the Group's competitive positioning with both players cumulating more than 1,600 MWp installed.
- Revenue of €5.6m in a region where Solutions30 has an order book of €10m.

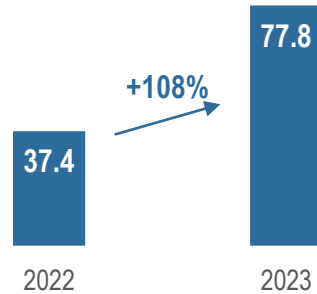


# BENELUX

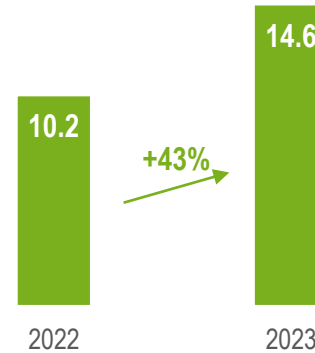


**Q2 2023**  
**Revenue €97.1m**  
**+87.7%**

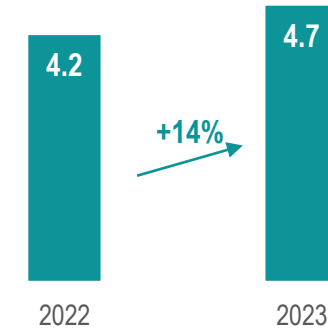
**CONNECTIVITY 80% of Benelux revenue**



**ENERGY 15% of Benelux revenue**



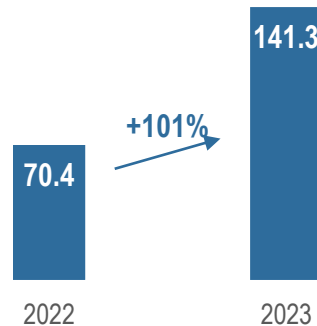
**TECHNOLOGY 5% of Benelux revenue**



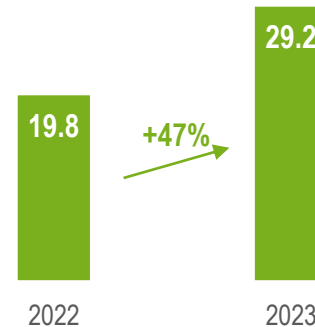
In millions of euros

**H1 2023**  
**Revenue €179.9m**  
**+82.7%**

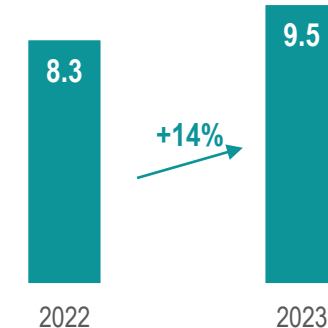
**CONNECTIVITY 78% of Benelux revenue**



**ENERGY 16% of Benelux revenue**

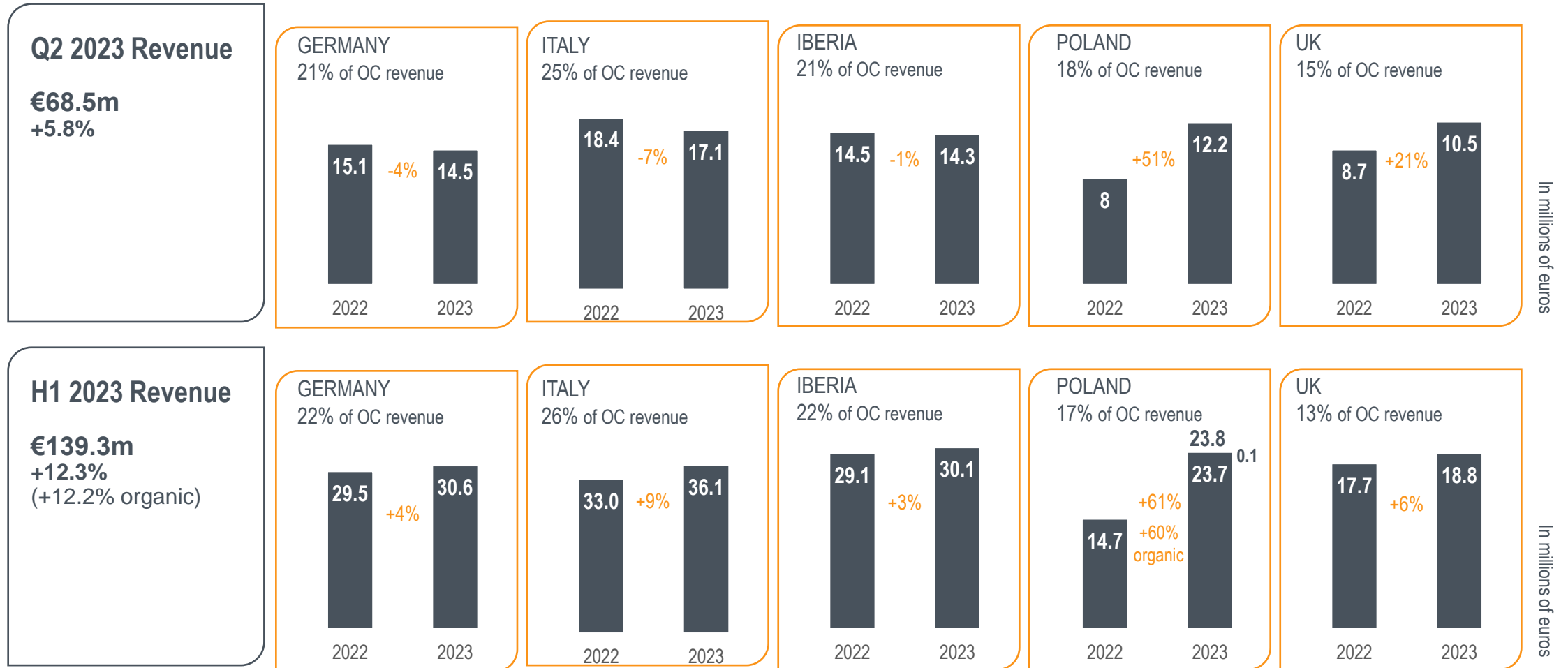


**TECHNOLOGY 5% of Benelux revenue**



In millions of euros

# OTHER COUNTRIES





# OUTLOOK

Gianbeppi Fortis, CEO

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# CHANGE IN GOVERNANCE FOLLOWING AGM

## SUPERVISORY BOARD

100% independent members  
43% of women

Alexander Sator  
Chairman of the Supervisory Board since Dec. 2018

Jean-Paul Cottet  
Member of the Supervisory Board since April 2018

Yves Kerveillant  
Member of the Supervisory Board since April 2019

Thomas Kremer  
Member of the Supervisory Board since June 2022

Caroline Tissot  
Member of the Supervisory Board since May 2017

Pascale Mourvillier  
Member of the Supervisory Board since Dec. 2021

**Paola Bruno**  
Member of the Supervisory Board

## MANAGEMENT BOARD

Gianbeppi Fortis,  
Chief Executive Officer

**Amaury Boilot**  
Group Secretary General

Luc Brusselaers  
Chief Revenue Officer

Wojciech Pomykala  
Chief Operations Officer

## EXECUTIVE COMMITTEE

### Support functions:

- Finance, Legal, IT, Risk and Compliance, Investor Relations and Communications
- Nomination of a new Chief Financial Officer, Jonathan Crauwels**

### Country Divisions

- France, Belgium, the Netherlands, the United Kingdom, Germany, Italy, Spain, Poland, Portugal, and Luxembourg

# CONFIRMED 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

Expand new energy activities across  
France

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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