

Turnover up 17% for Q1 2012/13, of which 5% is organic growth

Turnover (in €m) Consolidated, unaudited	2012/13	2011/12	Change
1 st quarter	30.8	26.3	+ 17%

In Q1 of its 2012/13 financial year (1 April 2012 - 31 March 2013) Solucom's consolidated turnover was €30.8m, up 17% as compared with Q1 2011/12.

On the same scope, the firm's quarterly organic growth was 5%. With the inclusion in the consolidation of Alturia Consulting and Eveho, since 1 April 2012, total growth came to 17%.

Good performance of operating indicators

Consultants' activity rate was 81% for Q1 2012/13, including Alturia Consulting and Eveho. On the same scope, it was 83%, in line with the rate for the whole of the 2011/12 financial year.

In the past quarter sales prices confirmed the continuing pressure on prices. On the same scope, the daily average rate was slightly down, a development in line with what is expected for the entire period (0% to -1%). This drop was, however, compensated by higher average daily rates at Alturia Consulting and Eveho.

Alturia Consulting and Eveho: integration process started

The 1st quarter of 2012/13 was marked by implementation of the integration process at Alturia Consulting and Eveho.

The priority given to combining sales and marketing activities has already facilitated the rapid appearance of the first sales synergies (Allianz, Covéa, Klesia, Malakoff Médéric, MMA, Pôle Emploi), which are testimony to the good match in know-how.

Human resources: a 1st quarter in line with the road map

An easing in the market continued in human resources. The firm posted a staff turnover rate that was stable on an annual basis as compared with the previous period, and recruiting was in line with the annual road map.

As at 30 June 2012, Solucom staff numbered 1,088, including Alturia Consulting and Eveho, as against 992 at 31 March 2012.

Confirmation of 2012/13 annual financial targets

As expected, the 2012/13 financial year started in a difficult market environment, marked by a wait and see attitude among major accounts and pressure on prices. Sales activity remains more than ever the number 1 challenge for the coming months.

Despite this difficult sales context, Solucom is continuing its key growth actions, with nonetheless a slight adjustment in its annual recruitment plan. More generally, the firm has remained vigilant about developments in its advanced indicators.

At the end of Q1 2012/13 Solucom confirmed its annual financial targets: to achieve overall growth in excess of 13% with positive annual organic growth and double digit EBIT.

Upcoming dates: Shareholders' Annual General Meeting on 26 September 2012, and 2012/13 half year turnover figures on 24 October 2012 (after close of trading).

About Solucom

Solucom is a management and IT consulting firm.

Solucom's customers are among the top 200 large companies and public bodies. For them, Solucom is capable of mobilizing and combining the skills of more than 1,000 staff members.

Our mission statement? To place innovation at the heart of business lines, target and steer transformations that are sources of added value, and turn the information system into an actual asset designed to serve corporate strategies.

Solucom is listed on NYSE Euronext Paris and has been granted the innovative company award from OSEO Innovation.



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