

**2012/13 financial year marked by growth:
21% increase in turnover, including 9% organic growth**

Turnover (€ million) Unaudited data	2012/13 ⁽¹⁾	2011/12	Total Change	At constant scope
9 months	95.2	77.8	+ 22%	+ 10%
Q4	35.3	30.3	+ 17%	+ 6%
Total 12 months	130.5	108.1	+ 21%	+ 9%

(1) Including Alturia Consulting and Eveho since 1st April 2012 and Stance since 1st October 2012

Continued growth in Q4

In the last quarter of its 2012/13 financial year (1 April 2012 - 31 March 2013) Solucom's consolidated turnover was €35.3m, up 17% as compared with Q4 2011/12.

On the same consolidation basis, the firm posted growth of 6% despite a marked wait and see attitude on the part of clients in implementing their budgets at the start of 2013. However, while no recovery is in sight in the short-term, Solucom was able to seize those growth opportunities always available in some sectors.

Annual targets greatly exceeded

For the entire 2012/13 financial year, turnover was €130.5m, up 21%, of which 9% came from growth on the same consolidation basis.

Annual targets, which had already been revised upwards at the end of November, were greatly exceeded. This was achieved through dynamic recruitment, with over 200 new employees during the year, while staff churn remained at 12%. Annual growth also benefited from the three acquisitions of the year, Alturia Consulting, Eveho and Stance, which are intended to speed up the firm's positioning in various industries.

As at 31 March 2013, Solucom's employees numbered 1,185, as against 992 a year earlier, representing overall growth of 19%.

Solid operational indicators

The activity rate was 82% over the whole year, as against 81% in the first half year.

Changes in the average daily rate, down 1% (as compared to 2011/12) at €713, are testimony to the highly competitive market situation during the period.

The order book remained stable in Q4, at 3.5 months as at 31 March 2013, as against 3.4 months at the end of December.

Target margin fully confirmed

The dynamic growth achieved in 2012/13 confirms the aggressive strategy adopted by Solucom since the start of the financial year, despite the poor business environment.

The continuation of sustained growth in the 4th quarter and the way business indicators have held up well has allowed Solucom to fully confirm its annual profitability target, with operating margin that will be significantly above 10%.

Upcoming date: annual results for the 2012/13 financial year on 28 May 2013 (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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