

## Solucom and Lumens Consultants discuss merger to better address the transformation challenges of their clients

*Solucom and Lumens Consultants announce that they have entered into exclusive negotiations likely to lead to a merger.*

### **Lumens Consultants, a firm oriented towards the agility of businesses**

Established in 2009 Lumens Consultants is a consulting and management firm that supports its clients throughout their operational excellence challenges, with a value proposition aimed at developing business agility.

Lumens Consultants has thus developed first class know-how in terms of assisting transformation projects, as well as recognised expertise regarding the organisation and transformation of the human resources (HR) function.

After an initial phase of rapid development, Lumens Consultants has developed a clientele of large corporations, with strong prevalence in the banking sector, particularly with Credit Agricole, Societe Generale and Banque Postale.

At the end of the financial year, ended on 31 March 2013, Lumens Consultants achieved consolidated turnover of EUR 3.9 million, and operating margin of more than 8%.

### **Major focus on HR transformation**

The merger would materialise through Solucom's acquisition of a 100% stake in Lumens Consultants. The transaction would be funded primarily with cash, and to a lesser extent with Solucom shares. The signing of the final agreement could take place in the coming weeks.

*"This proposed merger will boost our development," say Pascal Nicaud and Eric Baudin, founding partners of Lumens Consultants. "Solucom, given its surface, its position as a pure player in consulting and its value proposition focused on business transformation, will give us access to new stakeholders and missions of greater magnitude, enabling us to accelerate the development of our offerings (HR, Finance and Risk), and to offer wider opportunities for our employees."*

*"The ability to fully address the HR component, is increasingly a key factor in ensuring the success of transformation projects," explains Pascal Imbert, Chairman of the Board, Solucom. "Through this alliance with Lumens Consultants, we will play a key role in this key area and, more broadly, will complete our offer in terms of operational excellence."*

The merger is in line with the "Solucom 2015" strategy: to become a leading consulting firm in business transformation, able to support all the aspects of its clients' changes: business, organisational and technological.

**Upcoming date:** publication of 2013/14 half-year results on 26 November 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 1,200 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.*



All our news on: [www.solucom.fr](http://www.solucom.fr)



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