

**Strong increase in 2013/14 turnover, up 8%  
of which 6% on a comparable scope**

Turnover (in €m)	2013/14	2012/13	Change on a comparable scope <sup>(2)</sup>	Total change
Q1	64.9	59.5	+7%	+9%
Q3 <sup>(1)</sup>	36.6	35.7	+2%	+2%
Q4 <sup>(1)</sup>	40.0	35.3	+9%	+13%
<b>Total for 12 months<sup>(1)</sup></b>	<b>141.6</b>	<b>130.5</b>	<b>+6%</b>	<b>+8%</b>

(1) Unaudited data for Q3 and Q4 2013/14

(2) Excluding Stance, consolidated since 01/10/12, Lumens Consultants since 01/12/13, and Trend Consultants since 01/01/14

In the fourth quarter of its 2013/14 financial year (ended on 31 March 2014), Solucom had consolidated turnover of €40.0 million, growing dynamically by 13% in comparison with the fourth quarter of 2012/13, of which 9% was on a like-for-like basis.

At the end of the 2013/14 financial year, consolidated turnover amounted to €141.6 million, up 8%. As a reminder, at the start of the year Solucom had set itself an objective of annual growth of 5%, a figure which was raised to 6.5% and then to 7.5% during the year.

For its part, organic growth was particularly solid, at 6% over the whole year, despite difficult market conditions.

**Operational indicators well maintained in the second half year**

The activity rate remained positive, at 83% over the whole year, a level which was stable by reference to the first half-year and up in comparison with the previous year (82%).

The average daily rate, which was down in the first half-year, stabilised at the end of the year at €713 over the whole year, a stable figure compared to 2012/13. Excluding Lumens Consultants and Trend Consultants, the annual sales price amounted to €710, a change of -0.4% over the period, in line with the trend of 0 to -1% anticipated at the start of the year.

The order-book at the end of March amounted to 3.2 months, reflecting visibility which remains limited.

**Sustained growth of headcount in 2013/14**

Recruitment continued at a sustained rate during the second half-year, enabling the firm to achieve and even exceed the plan to recruit 200 employees during the year.

In parallel, staff churn amounted to 9% over the whole year, well below the firm's standard range (12% - 15%).

With the addition of the employees of Lumens Consultants and Trend Consultants, the firm had 1,327 employees at 31 March 2014, compared with 1,185 a year earlier, or a growth rate of 12%.

## Signs of improvement in the market in 2014

The market environment is likely to be calmer in 2014.

Order givers appear to be ready to resume their investments. The digital transformation of businesses appears likely to occupy a central place in this recovery, as is shown by the projects on which Solucom is currently working.

The firm is assisting the La Poste group with the development of new services on the "FACTEO" terminal. This mobile equipment, with which all postmen will be equipped by 2015, will allow for the provision of new offerings, to serve local requirements and digital innovation for the group's customers, both senders and addressees of postal mail.

Solucom is also assisting MAAF Assurances with its Monitoring & Innovation process as part of its programme aimed at positioning Digital technologies at the core of its operational projects and customer relationships.

Lastly, Solucom is working with Société Générale, which is in the middle of a digital transformation, on the definition of mobility services and collaborative tools intended for certain business populations.

Despite these initial positive signs, the improvement in the market environment is however likely to be very gradual, in view of the economic context, which is still difficult. Furthermore, this trend has not yet made itself felt in the firm's operational indicators, but supports Solucom in its decision to adopt a resolutely offensive approach.

## An objective of annual profitability for 2013/14 which is fully confirmed

The pursuit of sustained growth in the fourth quarter and the satisfactory operational indicators during the year enable Solucom to fully confirm its objective of a current operating margin of between 10% and 12%, including Lumens Consultants and Trend Consultants.

*Upcoming date: annual results for the 2013/14 financial year on 3 June 2014 (after close of trading).*

## Financial agenda 2014/15

Solucom's financial agenda 2014/15 can be consulted online: [www.solucom.fr](http://www.solucom.fr) (Finance section).

## 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 1,300 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 Solucom shares are eligible for the 'PEA-PME' scheme.*

*The consulting has been granted the innovative company award from BPIFrance.*



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



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