

Solucom

*Quarterly financial information at 31 December 2014*

## Solucom

Public Limited Company with a Board of Directors and a Supervisory Board

With a capital of €496,688.20

Registered Office: Tour Franklin – 100/101 Terrasse Boieldieu

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NANTERRE COMMERCIAL REGISTRY 377 550249

This document contains quarterly financial information, in the meaning of article L.451-1-2 IV of the Monetary and Financial Code, in respect of the third quarter of Solucom's 2014/15 financial year.

### 1 - Turnover for the past quarter

Revenues (€m) (unaudited consolidated data)	2014/15	2013/14	Like-for-like change <sup>(1)</sup>	Reported change
H1	73.7	64.9	+10%	+13%
Q3	43.1	36.6	+11%	+18%
<b>Total 9-month revenues</b>	<b>116.8</b>	<b>101.5</b>	<b>+10%</b>	<b>+15%</b>

(1) excluding Lumens Consultants (consolidated since 1/12/13), Trend Consultants (consolidated since 1/01/14), the industrial activities of PEA Consulting (consolidated since 1/10/14) and Audisoft Oxéa (consolidated since 1/11/14).

Solucom reported consolidated sales of €43.1m in Q3 2014/15, reflecting a year-on-year increase of 18%. Group revenues over the period were notably buoyed by the acquisition, carried out at the beginning of October 2014, of the industrial activities of PEA Consulting, with a team of around twelve consultants. Solucom's Q3 2014/15 revenues also include the contribution of Audisoft Oxéa, consolidated as of 1 November 2014.

On a like-for-like basis (i.e. excluding contributions from Lumens Consultants, Trend Consultants, the aforementioned industrial activities recently acquired and Audisoft Oxéa), revenue growth came out at 11%.

Over the first nine months of the year, consolidated sales increased 15% to €116.8m, implying like-for-like growth of 10%.

### 2 - General description of the financial situation and the quarterly results

The activity ratio remained solid over the first nine months of the year coming out at 83%, stable on H1 2014/15.

Pricing pressure remains intense. The average daily rate over the nine-month period narrowed slightly from the interim level to €714.

At 31 December 2014, the backlog had increased to 3.3 months from 3.0 months at 30 September 2014 on the back of the significant amount of orders booked during the calendar year.

Staff levels continued to climb over the period, driven notably by the Group's sustained recruitment efforts and persistently low staff turnover rates.

At end December 2014, the headcount totalled 1,465 employees compared with 1,374 at end September. Note that the addition of 44 of these new staff members stemmed from acquisitions carried out in Q3.

Despite cash investments in acquisitions, solid cash flow generation in Q3 boosted the company's cash position at end-December 2014.

With this solid financial position, Solucom has the means to comfortably finance further external growth operations in line with its strategic plan.

On the back of brisk business levels recorded in Q3, Solucom has confirmed its full-year growth objective (raised at the end of November) of over 12%.

Solucom is also maintaining its guidance in terms of profitability. As such, it is still looking for an operating margin on ordinary activities of between 11% and 13%; an objective which is nevertheless coming under increasing pressure due to the fact that persistently difficult market conditions continue to weigh on the firm's retail prices.

### 3 - Explanation of major transactions and events during the quarter

#### ■ Takeover of industrial activities of PEA Consulting

At the beginning of October 2014, Solucom acquired the business asset relating to industrial activities of PEA Consulting.

Created in 1992, PEA Consulting has best-in-class expertise in supply chain management. With a staff of around ten employees, the industrial branch of activity operates mainly in two business sectors: transport and energy.

The industrial branch of PEA Consulting is consolidated in Solucom's financial statements as of 1st October 2014.

#### ■ Takeover of Audisoft Oxéa

On 29 October 2014, Solucom announced the acquisition of the consulting firm Audisoft Oxéa.

Audisoft Oxéa is a management consulting firm that provides major players in the financial sector with support solutions designed to address the challenges they face in terms of performance, regulation, compliance, internal controls and risk management. The firm's current client portfolio includes financial institutions such as BPCE, Banque de France, Caisse des Dépôts, BNP Paribas and Société Générale.

With a staff of around thirty employees, Audisoft Oxéa generated full-year revenues of €4.5 m and posted a slight loss in 2013.

As per the terms and conditions of the agreement, Solucom acquired a 100% stake in Audisoft Oxéa, entirely financed in cash.

Audisoft Oxéa is consolidated in Solucom's financial statements as of 1st November 2014.

### 4 - Explanation of major event after the quarter

#### ■ Partnership with the consulting firm why innovation! in Singapore

On 21 January 2015, Solucom announced the signing of a partnership agreement with the consulting firm why innovation! based in Singapore.

With a staff of around twelve employees, why innovation! is a consulting firm specialised in corporate agile-transformation. The company's client portfolio features some of the leading players in the Finance, Transport and Industry sectors, and notably includes BNP Paribas, Cathay Pacific, DBS Bank and Thales.

Solucom and why innovation! decided to cooperate in order to better meet the specific needs of their respective clients. The partnership optimises the geographic fit of both parties while capitalising on the significant similarities the companies share in terms of savoir-faire and client approach.

This partnership fits into Solucom's overall international development strategy.