

## Dynamic growth in 2014/15 revenues: up 15% of which +11% like-for-like

Revenues (€million - unaudited consolidated data)	2014/15	2013/14	Like-for-like change <sup>(1)</sup>	Total reported change
<b>Total 9-month revenues</b>	116.8	101.5	+10%	+15%
<b>Q4 revenues</b>	46.4	40.0	+13%	+16%
<b>Total 12-month revenues</b>	<b>163.1</b>	<b>141.6</b>	<b>+11%</b>	<b>+15%</b>

(1) Excluding Lumens Consultants (consolidated since 01/12/13)      Audisoft Oxéa (consolidated since 01/11/14)  
Trend Consultants (consolidated since 01/01/14)      Hudson & Yorke (consolidated since 01/03/15)  
Industrial activities - PEA Consulting (integrated since 01/10/14)

### Growth gathers pace in fourth quarter

Solucom reported consolidated Q4 2014/15 revenues of €46.4m at end March 2015, up 16% on year-earlier levels. On a like-for-like basis, revenues advanced 13% over the period.

Over the full year, Solucom generated consolidated revenues of €163.1m, implying a year-on-year increase of 15%, of which +11% on a like-for-like basis.

As such, the Company far exceeded its full-year growth target set initially at over 8% and raised to over 12% at end-November. This performance was driven by solid organic growth coupled with full year consolidation of Lumens Consultants and Trend Consultants as well as the acquisitions of the industrial activities of PEA Consulting, and of the companies Audisoft Oxéa and Hudson & Yorke during the fiscal year.

### A successful year for Human Resources

Concerning the Group's recruitment plan, Solucom achieved all of its objectives set for last year. At the same time, the staff churn rate remained low at 10%, which, for the record, is below the firm's normal range of between 12% and 15%.

At end-March 2015, the headcount totalled 1,514 employees versus the year-earlier level of 1,327, reflecting an increase of 14% over the period, of which +9% on a like-for-like basis.

### End of the year smoother than expected

In 2014/15, the activity ratio remained stable on 2013/14 levels at 83%. The average daily rate came out €718, implying a year-on-year increase of 0.7%. The backlog remained stable in Q4, coming out at 3.3 months at 31 March 2015

## 2015 showing signs of improvement

The outlook for 2015 is more optimistic with the market poised for recovery on the back of a more favourable economic environment and growing momentum concerning the move towards corporate digitization, particularly in the banking and insurance sectors.

Although these positive signs augur well for better trading conditions in 2015, pricing pressure is still intense and visibility remains limited.

## Profitability objectives confirmed

On the back of the Group's strong growth performance in the fourth quarter and its solid operating indicators, management has confirmed its full-year profitability guidance and is targeting an operating margin on ordinary activities of between 11% and 13%.

## Solucom granted EnterNext "Tech 40" label status

Solucom has been granted EnterNext "Tech 40" label status. This new label, which is awarded to the top 40 of the 320 SMEs and mid-tier innovative companies listed on the Euronext exchange, offers Solucom greater visibility for investors. The Company has also been selected for listing on the label's index as of May the 4th.

**Next publication:** 2 June 2015; publication of full-year 2014/15 results (after market close).

## 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 1,500 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 Euronext Paris and Solucom shares are eligible for the 'PEA-PME' scheme.*

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



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



### Solucom

Pascal IMBERT

CEO

Phone: +33 1 49 03 20 00

Sarah LAMIGEON

Communication Director

Phone: +33 1 49 03 20 00

### Actus Finance

Mathieu OMNES

Analysts & investor relations

Phone: +33 1 72 74 81 87

Nicolas Bouchez

Press office

Phone: +33 1 77 35 04 37