



2014/15 revenues

Conference call

29 April 2015

Dynamic 2014/15 growth: +15%

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

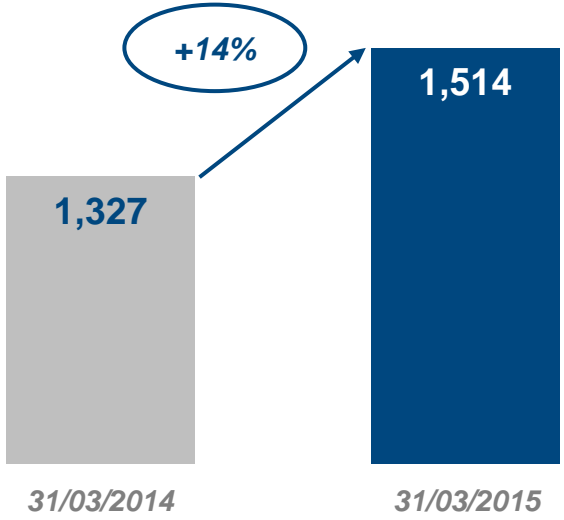
- Growth gathers pace in fourth quarter: +16%
 - +13% like-for-like

- 2014/15 full-year growth: +15%
 - vs. growth target, raised at end-November 2014, in excess of 12%

(1) Excluding Lumens Consultants (consolidated since 01/12/13) Trend Consultants (consolidated since 01/01/2014), the industrial division of PEA Consulting (consolidated since 01/10/2014), Audisoft Oxéa (consolidated since 1/11/14) and Hudson & Yorke (consolidated since 01/03/15)

A successful year in terms of Human Resources

- Full-year recruitment-plan objectives achieved
- Staff churn rate still low at 10%



+9% like-for-like



Solid operating indicators

At 31/03/2015

- Activity ratio
- Average daily rate
- Backlog



- ▶ stable on 2013/14 levels

- ▶ up 0.7%

- ▶ visibility still limited

▶▶ End of year smoother than expected

Hudson & Yorke: a foothold for Solucom in the UK

- Strategic consulting services in the field of information and communication technologies (ICT)
- Carries out large-scale sourcing operations
- H100% capital acquisition of Hudson & Yorke
 - ▶ financed exclusively in cash
 - ▶ consolidated in Solucom's accounts as of 1 March 2015

Key data

- Revenues: €3.7m (~€5.1m)
- Double-digit operating margin

Major clients:

*Barclays, BP, UBS, Zurich,
Department of Energy & Climate
Change*

Hapsis: strengthens Solucom's positions in cyber-security segment

- Consulting firm specialised in risk and digital-data security management
- Solid reputation in human-involvement niche of the cyber-security segment
- Acquisition of Hapsis assets
 - ▶ financed exclusively in cash
 - ▶ consolidated in Solucom accounts as of 1 April 2015

Key data

- Revenues: €4.3m
- Positive operating margin

Major clients:

*Banque de France,
BNP Paribas, BPCE, Société
Générale, Axa, GDF SUEZ,
Safran*

Signs of improvement in 2015

- Signs point to gradual improvement in 2015...
 - greater number of projects making it past development stage
 - dynamic trends confirmed in the banking and insurance sectors
- ... underpinned by growing momentum of move towards corporate digitalisation...
 - Digital working – Digital – Client relations – Smart – Big data
- ... and transformations brought about by digitalisation

▶▶ However, pricing pressure and limited visibility persist

Projects



2018 employee working environment programme designed to make LCL the reference urban bank in terms of digital technology and client relations.



Framework for Big Data programme.



Development and implementation of new digital architecture designed to provide innovative client-relation service.



Based on development and implementation of Linky smart meter.



Insurance company

Dematerialisation of underwriting and claims management procedures within the context of the digital transformation of the insurance company.

Solucom granted EnterNext “Tech 40” label status

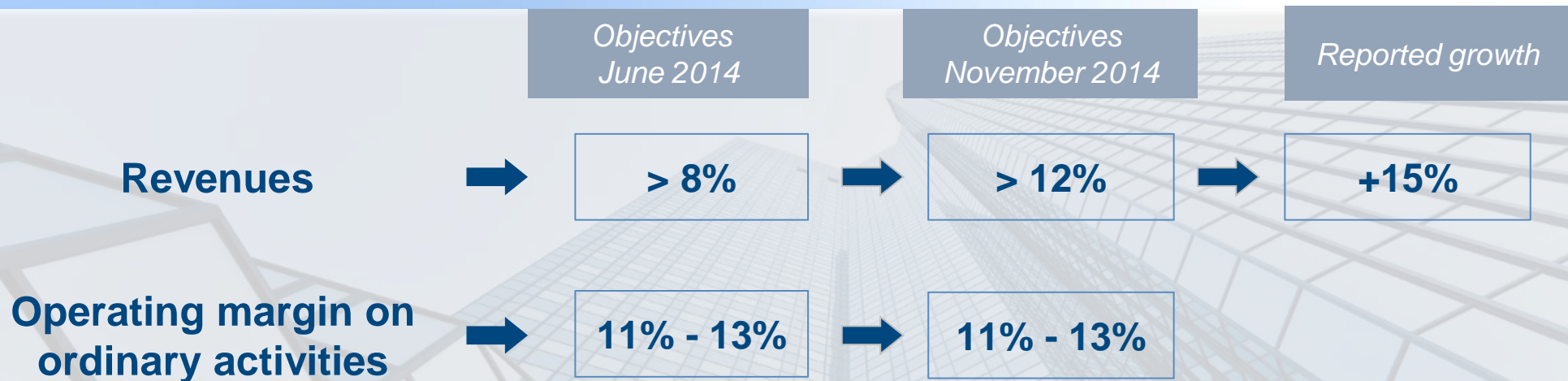
- « Tech 40 »: label created by EnterNext to showcase the top Tech start-ups
- 40 out of the 320 best performing innovative European firms listed on the Euronext index
- Creation of the label's "Tech 40" index



▶ Enhanced investor exposure

Summary

- Solid growth in full-year revenues of 15%, of which +11% on like-for-like basis
- Operating margin on ordinary activities objective of 11-13% confirmed



Financial calendar

- 2014/15 full-year results 2 June 2015
(followed by investors' meeting held the following day after market close)
- Q1 2015/16 revenues 21 July 2015
(followed by investors' meeting held the following day after market close)
- H1 2015/16 revenues 21 October 2015
(followed by investors' meeting held the following day after market close)
- 2015/16 interim results 24 November 2015
(followed by investors' meeting held the following day after market close)

The power of simplicity
«Ce qui est simple est fort»



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