

H1 2015/16 revenues

Conference call
21 October 2015

Robust growth in first half

Revenues (€m) - (unaudited consolidated data)	2015/16	2014/15	Like-for-like change ⁽¹⁾	Total reported change
Q1	46.5	37.4	+16%	+25%
Q2	44.9	36.3	+14%	+24%
H1	91.4	73.7	+15%	+24%

- Q2 2015/16 revenues up 24%
 - of which 14% like-for-like
 - consolidation of Arthus Tech since 01/07/2015

- Interim growth of 24%
 - of which 15% like-for-like

(1) Like-for-like growth : exc. Audisoft Oxéa (consolidated since 01/11/14) exc. Hudson&Yorke (since 01/03/15),
 exc. Hapsis (since 01/04/15) exc. Arthus Tech (since 01/07/15)
 inc. the industrial assets of PEA Consulting (consolidated since 1/10/14) – with 2014/15 revenues of €0.8m

Solid operating indicators

At 30/09/2015

- Utilisation rate

83%



stable on 2014/15 levels

- Average daily rate

€741



up 3% on 2014/15

- ▶ growth on a like-for-like basis
- ▶ consolidated-acquisition impact

- Order book

3.3 months



stable, reflecting limited visibility

Sustained increase in staff numbers

- 1,618 employees at 30 September 2015
 - vs. 1,514 at end-March 2015
 - including Hapsis and Arthus Tech
- Active recruitment plan
 - more than 250 in-takes targeted in 2015/16
 - market context gradually becoming more competitive, but tension still contained
- Staff turnover still low at 10% over the twelve-month period
 - stable on full-year 2014/15
 - below the Group's normal range of 12% - 15%

Partnership with ShiftIN Partners, a consulting firm based in the Gulf region

ShiftIN
PARTNERS

Strategy and innovation consulting

Based in Abu Dhabi, Dubai, Riyadh - Founded in 2011



- *Geographic fit*
- *Similar client approach*

***From strategy definition
to strategy
implementation***

***Key international
accounts***

A positive outlook for H2 2015/16

→ Gradual recovery in market

- ▶ sharp improvement on 2014
- ▶ new projects driven by growing momentum in enterprise digitisation

→ Favourable context continues through September and October

- ▶ no impact of this summer's global economic downturn
- ▶ but visibility remains limited

→ Gradual easing in pricing pressure

Outlook at end of H1 2015/16

Full-year 2015/16 guidance confirmed

Revenue growth



> 12% (excluding Arthus Tech)

Solucom to update full-year growth objectives when Group publishes its interim results

EBIT margin



11% - 13%

H1 2015/16 EBIT slightly less than year-earlier level (10.3% for the record)

Financial calendar

- **H1 2015/16 results**
with investors' meeting scheduled the following day **24 November 2015**
(after market close)
- **Q3 2015/16 revenues**
followed by conference call **26 January 2016**
(after market close)
- **2015/16 full-year revenues**
followed by conference call **28 April 2016**
(after market close)
- **2015/16 full-year results**
with investors' meeting scheduled the following day **31 May 2016**
(after market close)

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



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