

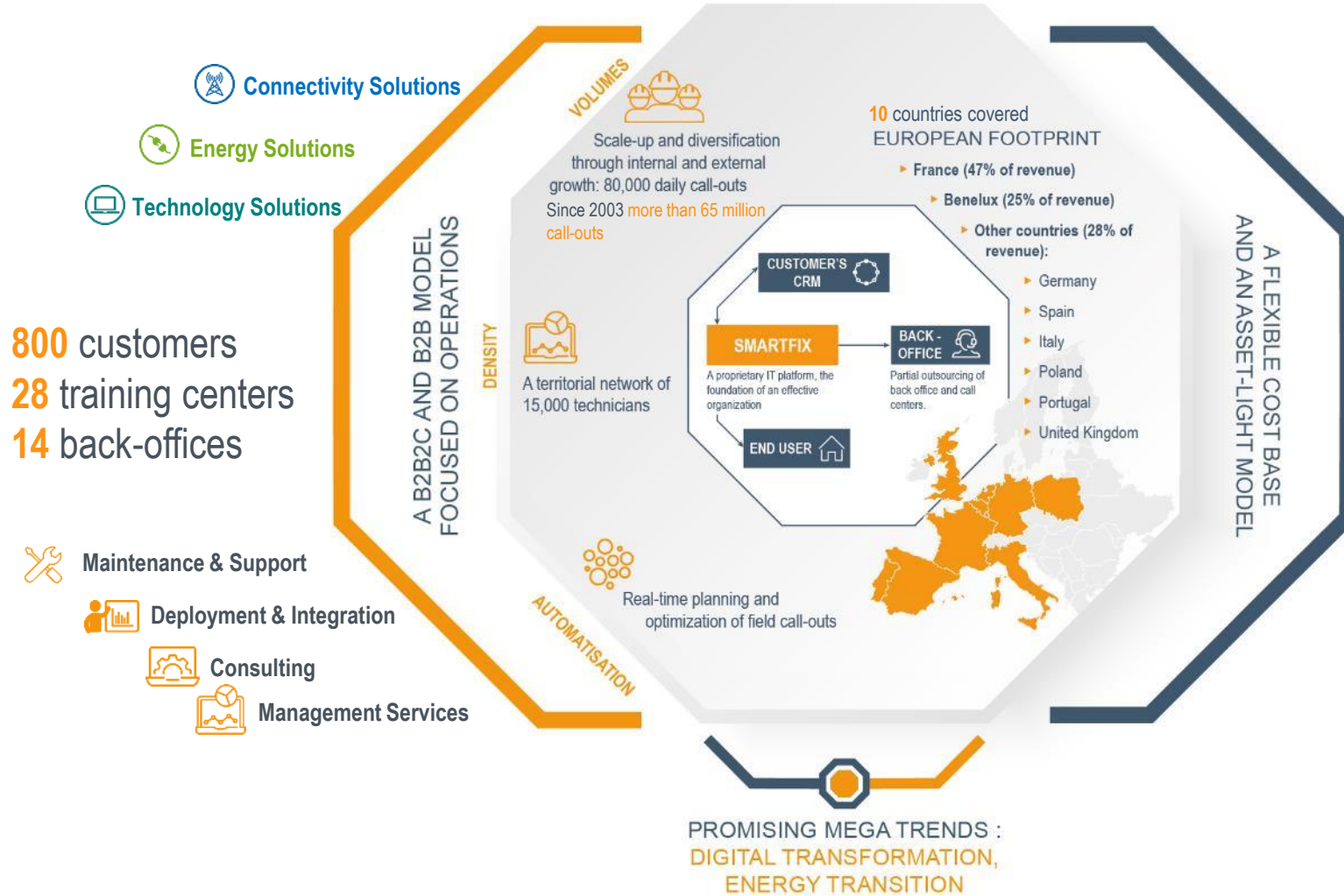
*Solutions***30**

Solutions for New Technologies

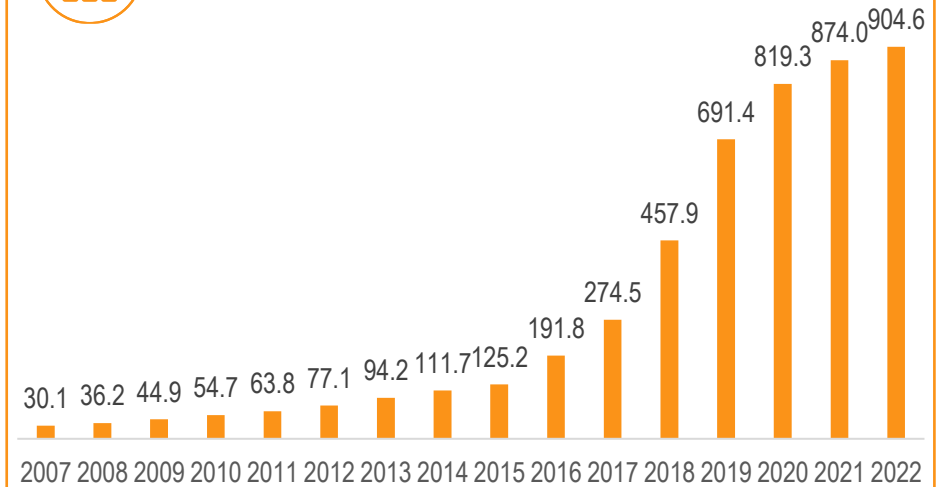
# INTRODUCTION TO SOLUTIONS**30**



# SOLUTIONS30 IN SHORT



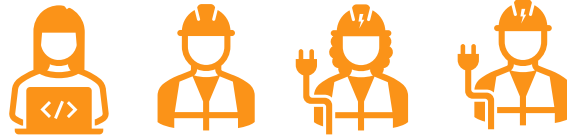
**CAGR 25%**



# WHY WE ARE DIFFERENT



Standardised service portfolio across a European footprint



A dense network of communication, energy and technology specialized technicians providing rapid-response service, geographical coverage and ability to scale rapidly



Well diversified customer base across 10 countries and 3 different industry sectors



Global Compact member and acting for a more sustainable economy



Powerful IT tools to automate scheduling and optimization tasks simultaneously and in real time



Industry standard accreditations and certifications

# WHAT WE DO



Connectivity Solutions



Energy Solutions



Technology Solutions

▶ OUR SOLUTIONS

▶ OUR CUSTOMERS



▶ OUR SERVICES



▶ OUR RELATIONSHIP MODELS



▶ OUR TOOLS AND RESOURCES



▶ OUR LOCATIONS





# AN ESTABLISHED PORTFOLIO OF LOYAL CLIENTS

## CONNECTIVITY SOLUTIONS



## ENERGY SOLUTIONS



## TECHNOLOGY SOLUTIONS



# OUR STRATEGY FOR PROFITABLE GROWTH

#1

## Sector diversification

2 strategic drivers for long-term growth

- Digital Transformation
- Energy Transition

#2

## Geographical diversification

Duplication of the model in major geographies

- Benelux is underway, currently driving growth
- Germany and the UK are currently opening

#3

## Density

Reach the critical size as fast as possible - first-mover advantage

- Market consolidation
- Multi-expertise technicians
- Focus on high-volume businesses

#4

## Synergies

Automation and standardisation to optimise interventions

- Best practices across countries
- Multi-national clients
- IT platform

**Current strong momentum**

Key countries : Benelux, Germany and the UK

Key industries : FFTH deployment, solar panels

# CONFIRMED OUTLOOK



## REVENUE

Above €1 bn in 2023

€2.5bn in the mid-term



## PROFITABILITY

Improvement of EBITDA margin throughout the year

Normative double-digit EBITDA margin, between 10% and 15% depending on the Group's development phases.



Priority to profitable growth and operational execution

Financial policy based on auto-financing and non-dilutive financing:

- Recurring working capital on historic contracts is financed by factoring
- Increases in workload are financed by the Group's cash position.
- Opportunistic acquisitions will be financed by long-term debt,





*Solutions30*

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