

## Dynamic first half of 2013/14: Up 9%, including 7% in organic growth

Revenue* (in €m)	2013/14	2012/13	Change
Q1	33.6	30.8	+9%
Q2	31.4	28.7	+9%
<b>H1</b>	<b>64.9</b>	<b>59.5</b>	<b>+9%</b>

\* Unaudited consolidated data

### A first half ahead of the annual road map

In the second quarter of its 2013/14 financial year, 1 July - 30 September 2013, Solucom's consolidated turnover was €31.4M, up 9%, of which 7% was on the same consolidation scope (excluding Stance, which was consolidated on 1 October 2012).

Despite a slowdown in some projects and in sales activity over the summer, Solucom maintained a sustained rate of growth, the result of the aggressive approach the firm took in recruitment and sales investments.

At the end of the first half of 2013/14, Solucom's turnover was €64.9m, up 9%, of which 7% came from organic growth. For the first half of its financial year Solucom is ahead on its annual road map, which forecast sales growth of over 5%.

### Solidity of operating indicators

Operating indicators remained solid throughout the past half year.

The activity rate was 83%, as against 82% for the full 2012/13 financial year.

Prices were slightly down for the half year, in line with expected developments for the whole 2013/14 financial year (between 0% and -1%).

At 30 September 2013 the order book stood at 3.1 months, as against 3.5 months at 31 March 2013, affected by the summer slowdown in sales and the growth of staff.

### Human resources policy continues to be dynamic

At 30 September 2013 the number of Solucom's staff was 1,211, as compared with 1,185 at 31 March 2013. At the end of the first half the company confirmed its target of 200 recruits for the current year.

Staff churn remains low, at 10% on an annual basis. This is lower than the level in the previous financial year (12%) and than the firm's usual range (12% - 15%).

## **Confirmation of targets despite the absence of signs of improvements in the market**

In the wake of this dynamic first half, Solucom is continuing its aggressive approach in the 3rd quarter despite a market that is not showing any signs of the hoped for improvement. In this environment, continuation of the growth policy is placing some pressure on the operational indicators for the 3rd quarter.

Despite these tensions, Solucom confirms its annual financial objectives: growth of over 5%, excluding any new acquisitions and EBIT of between 10% and 12%, again excluding any new acquisitions.

## **Solucom on the honour roll of the 2013 Gaïa Index, the reference for responsible mid-cap securities.**

The Gaïa Index was started in 2009 by Ethifinance and grades 230 mid-cap securities in terms of commitment to corporate responsibility. The grade is based on 117 criteria in 4 areas: governance, social, environment and relations with outside stakeholders.

For the 4th consecutive year Solucom was among the 70 best French securities in the non-financial category. In 2013 Solucom came in 2nd place in the category of companies with sales turnover of less than €150M.

*For more information about Solucom's Corporate Responsibility policies, see the firm's 2012/13 CSR report at [www.solucom.fr](http://www.solucom.fr)*

**Upcoming events:** *publication of results for H1 2013/14, 26 November 2013 (after stock 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 1,200 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 NYSE Euronext Paris and has been granted the innovative company award from OSEO Innovation.*



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



### **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**