



groupe **solucom**

PRESS RELEASE

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## **Q1'2004/2005 : strong growth in sales revenues Annual objectives confirmed**

Paris - 29 July 2004 - SoluCom (ISIN: FR0004036036) today announces its sales revenues for the 1st Quarter of the 2004/2005 fiscal year.

At 30 June 2004, SoluCom had achieved a consolidated sales turnover of € 7.5 million. This figure represents entirely organic growth of 29% compared to the first Quarter of the 2003/2004 fiscal year.

Group business was very satisfying during the Quarter, with high production levels and new, major contracts signed with such clients as Air France, the ART (the French Telecoms Regulatory Authority), Groupama, the French Ministry of Infrastructure and the SNCF (French Railways).

"Our good performance in the first Quarter lets us be slightly ahead of our operating forecast", says Pascal Imbert, SoluCom's CEO. "Despite an uneven market and reduced visibility as we approach the summer season, we are able to confirm our targets for the 2004/2005 fiscal year: growth of over 10% and an operating margin of about 10%."

### **About the SoluCom Group**

*The SoluCom Group is active in infrastructure consulting in the telecoms and networks, work stations & servers, security and software infrastructures segments. The Group has positioned itself in very high value-added services.*

The Solucom Group's client roster includes some very prestigious names, all of which are very large accounts including: *Air France, Anpe, Arcelor, Auchan, BNP-Paribas, Cegetel, CNAM-TS, Crédit Agricole, EDF, E.Leclerc, France Télécom, Groupama, La Poste, L'Oréal, LVMH, Ministères des Affaires Etrangères et de la Justice, Nouvelles Frontières, PSA Peugeot Citroën, PPR, Renault, Siemens AG, SNCF, Société Générale, Suez, Total, Unedic, Valeo, Veolia Environnement.*

*SoluCom trades on the NextEconomy segment of Euronext Paris.*

*ISIN: FR0004036036 - FTSE: 972, IT services — LCO*

*Financial agenda : AGM, 30/09/2004 - Q2 revenues fiscal 2004/2005, 15/11/2004*



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