



groupe **solucom**

PRESS RELEASE

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## **2004/2005 revenue up 16% at 31.5 million euros Target exceeded**

SoluCom's revenue for fiscal 2004/2005 ending March 31, 2005 came out to €31.5m, up 16% (organic growth) from the previous year. This result largely exceeds the +13% growth target, which was revised upwards on December 15<sup>th</sup>.

In € million	2002/2003	2003/2004	2004/2005
<b>Revenue</b>	24.0	27.2	<b>31.5</b>
<b>Organic growth</b>	+11%	+13%	<b>+16%</b>

This growth, far ahead of the market at large, confirms the relevance of the Group's strategic choices, and in particular its positioning on high value-added consulting services.

The acceleration of growth in 2004/2005 reflects SoluCom's dynamic sales approach towards France's top 200 key accounts. This momentum primarily aims to capture some eleven new accounts over the year, including ANPE (the French employment agency), GDF (the French gas company), Intermarché, the Ministry of National Education, ST Microelectronics, and T-Online.

The head count rose by 18% over the year, from 247 to 291 employees. The Group intends to maintain this sustained progression pace over the coming months. The campaign for recruiting another 100 employees, announced on January 25, 2005, is fully in line with that approach.

These figures enable SoluCom to display great confidence regarding its target operating margin in excess of 12% for fiscal 2004/2005 (a target that was revised upwards on December 15, 2004).

SoluCom will communicate its 2004/2005 annual figures and future prospects on June 22, 2005.

### **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 Solucom Group's client roster includes some very prestigious names, all of which are very large accounts including: ADAE, Air France, ANPE, Arcelor, BNP-Paribas, Cegetel, CNAM-TS, Groupe Crédit Agricole, EDF, E.Leclerc, France Télécom, Groupama, La Poste, L'Oréal, LVMH, Ministries of Foreign Affairs, Education and Justice, Nouvelles Frontières, PSA Peugeot Citroën, PPR, Renault, Siemens AG, SNCF, Société Générale, Suez, Total, Unedic, Valeo.*

*SoluCom trades on Next Economy segment - Euronext Paris – Eurolist – C  
ISIN: FR0004036036 - FTSE: 972, IT services – LCO*

*Financial agenda: Annual results fiscal 2004/2005*

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