



groupe solucom

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## **Revenue (9 months): €37.3m Up +36%**

In €m	Fiscal 2006/2007	Fiscal 2005/2006	Change
H1 revenue	22.7	16.8	+35%
Q3 revenue	14.7	10.6	+38%
<b>Total (9 months)</b>	<b>37.3</b>	<b>27.4</b>	<b>+36%</b>

### **21% organic growth over Q3 2006/2007**

For the first 9 months of its fiscal 2006/2007, due to end 31 March 2007, Solucom displays revenue of €37.3m, up 36% as compared to the same period in 2005/2006.<sup>1</sup> This figure includes the contributions of New'Arch and KLC, which have been consolidated since 1<sup>st</sup> August and 1<sup>st</sup> November 2006, respectively.

For the third quarter of 2006/2007, revenue stood at €14.7m, up 38%. Excluding New'Arch and KLC, the organic growth for the quarter stood at 21%.

### **Integration of New'Arch and KLC successful**

The first months of integration of New'Arch and KLC have been a success, illustrated by the capture of new projects such as the support for Faurecia's ERP project and the study regarding Eurostar's IT sourcing strategy, in cooperation with other Group entities.

In addition, as announced last July, Solucom acquired end January 2007 the remaining balance of New'Arch shares under the conditions set initially; now it holds the company's entire capital stock.

### **Threshold of 500 employees passed**

At 31 December 2006, the Group's workforce stood at 502, versus 392 at 31 March 2006, the closing date of the last fiscal year. Solucom has thus exceeded the threshold of 500 employees, a target initially set for the course of 2007.

### **Growth target up**

Given the performance results displayed during the first 9 months of the year, and the successful integration of New'Arch and KLC, Solucom intends to exceed its target annual growth, which was already raised to 30% in December 2006. The Group has therefore set itself the target of delivering growth close to 35%.

Such accelerated growth will be accompanied by ever-higher profitability, as Solucom maintains its current operating margin target between 10 and 12%.

Upcoming publications: Revenue for fiscal 2006/2007, 14 May 2007 (after the market closes).

<sup>1</sup> As a reminder, as far as the 6 first months are concerned, a comparison on a like-for-like basis with the previous year is impossible, given the combination of all the software architecture operations within Dreamsoft, a company that has been consolidated since 1st October 2005.

## **The Solucom Group: Strategy, Design and Governance of Infrastructures**

*A key player and leader in the field of IT infrastructure consulting, the Solucom Group works with the IT departments of major accounts to develop their infrastructure strategies, design solutions and ensure the governance of their infrastructures.*

*The Group also consults to Telecoms operators and the media to define their strategy for innovative offerings and services.*

*Solucom is the partner of the largest French companies in their national and international projects: Air France, Alstom, ANPE, Banque de France, BNP-Paribas, Bouygues Telecom, Carrefour, Crédit Agricole, EDF, Gaz de France, La Poste, L'Oréal, Ministères de l'Economie et des Finances, de l'Education Nationale, de l'Intérieur, Neuf Cegetel, Orange, RTE, SFR, SNCF, Société Générale, Suez, Total.*

*Solucom is listed on Euronext Paris – Eurolist – Section C, NextEconomy section.*

*ISIN: FR0004036036 – LCO; ICB: 9533 – IT services*



All our financial information is on [www.solucom.fr](http://www.solucom.fr)

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