## SOLUCOM

# **Quaterly Financial Information At 31 December 2007**



#### Solucom

Limited company with a capital of € 490,414.80

Headquarters: Tour Franklin – 100/101 Terrasse Boieldieu

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This document contains, according to article L.451-1-2 IV of financial and monetary law, the quarterly financial information related to the third quarter of fiscal 2007/2008 of Solucom.

#### 1 - Revenue

€ million	2007/2008	2006/2007	Change
H1 Revenue	33.5	22.7	+ 48%
Q3 Revenue	19.4	14.7	+ 32%
Total	52.9	37.3	+ 42%

In Q3 of the 2007/2008 financial year (ending 31 March 2008), Solucom achieved turnover of € 19.4 M, up 32% as compared with the parallel period in the 2006/2007 financial year. Excluding the contribution of New'Arch, KLC and Vistali, quarterly growth was 23%.

At the end of the first 9 months of the financial year, consolidated turnover was thus € 52.9 M, up 42%, of which 21% was organic growth (excluding New'Arch, KLC and Vistali).

### 2 - General description of the financial situation and results

At the end of December 2007, the effective activity rate was 84%, in line with Solucom's roadmap.

Solucom's staff continued to grow in Q3, to 660 employees at 31 December 2007, as compared with 524 at 31 March 2007. In an increasingly difficult employment market, human resources remain a central concern and will be the subject of special attention over the coming months

At the end of the quarter, sales order book amount 2.8 months, slightly decreasing as compared with the previous quarter. This figure represents a relatively short visibility.

While remaining very watchful in economically uncertain times, Solucom confirms the financial targets for the 2007/2008 financial year, which had been stated in November 2007: consolidated turnover of € 72 M, with overall growth of over 35%, and operational margin of between 11% and 13%.

## 3 – Operations and important results of the quarter

No major event to be signaled.