## Quaterly Financial Information At 31 December 2007

## Solucom

Limited company with a capital of $€ 490,414.80$<br>Headquarters: Tour Franklin - 100/101 Terrasse Boieldieu<br>La Défense 8-92042 PARIS LA DEFENSE CEDEX<br>377550249 RCS NANTERRE

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 $€ 19.4 \mathrm{M}$, 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 $€ 52.9 \mathrm{M}$, 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 $€ 72 \mathrm{M}$, 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.

