

## Press Release

11 February 2016

# KEYRUS

insight into value

**4th quarter 2015 revenues: €55.9m**

**Q4 organic growth: +13.3%**

**2015 consolidated revenues: €201.9m**

**Annual organic growth: +14.7%**

Consolidated revenues (€m)	2015	2014	Growth
1 <sup>st</sup> quarter	48.5	40.8	20.4%
2 <sup>nd</sup> quarter	51.8	41.3	25.4%
3 <sup>rd</sup> quarter	45.6	41.2	10.7%
4 <sup>th</sup> quarter	55.9	49.8	12.2%
<b>Total</b>	<b>201.9</b>	<b>173.1</b>	<b>16.6%</b>

**Levallois, 11 February 2016** – The **Keyrus** Group recorded consolidated revenues of €201.9m as at 31 December 2015. As compared to those recorded as at 31 December 2014, this represents an increase of 16.6% based on reported figures and a rise of 14.7% at constant structure and exchange rates. This increase was driven mainly by the Large Account sector.

In the 4th quarter, consolidated revenues were €55.9m, an increase of 12.2% as compared with the 4th quarter of 2014 (+13.3% at constant structure and exchange rates).

Large Account activities increased by 16.6% in the 4th quarter of 2015 (+18.2% at constant structure and exchange rates) and by 21.5% for 2015 (+18.8% at constant structure and exchange rates). This strong increase in Large Account activities over the whole of the 2015 financial year was due, notably, to a healthier market and demand that was aligned with the Group's portfolio of solutions and services based on 3 pillars of offerings: **Data Intelligence** (Business Intelligence, Information Management, Big Data & Analytics, CPM/EPM), **Digital Experience** (Digital Strategy and Performance, Digital Commerce, Customer Relations & Digital CRM) and **Management & Transformation**.

On the basis of reported figures, the revenues include €3.4m linked to external growth undertaken in 2014.

Mid-Market activities showed an increase for the year of 3.0% (this increase being identical in organic terms) and remained stable in the 4th quarter of 2015 as compared with the 4th quarter of 2014. This moderate growth remained primarily linked to the effect of the *DSN* (Nominative Social Declaration/*Déclaration Sociale Nominative*) despite a fall in license sales for the financial year (-15%) as compared with the 2014 financial year, and to the fact that service and maintenance activities held up well.

The Group's Large Account and Mid-Market activities represented 76.7% and 23.3% respectively of the consolidated revenues of the Group in 2015.

International business accounted for 35% of total revenues as against 32% for the 2014 financial year.

**Eric Cohen**, President and CEO, comments: *"We have had an excellent year in 2015 across all our activities. The strong growth of the 2015 financial year is the fruit of our strategy of investing in our 3 pillars of offerings: Data Intelligence, Digital Experience and Management & Transformation, which position Keyrus with a value proposition that is unique in the market. In 2016, we shall pursue this momentum as it is driven forward by a market undergoing fundamental change in the face of the challenges of Digital and Big Data. In the Mid-Market segment, our objective will be to maintain our solid level of performance and to enrich our range of Enterprise management solutions with new innovative Cloud/SaaS offerings."*

**Keyrus** will publish its 2015 annual results on 29 March 2016 after the market close.

**Table showing the breakdown of revenues by operational sector**

Consolidated revenues (€m)	Large Accounts		Mid-Market		Total	
	2015	2014	2015	2014	2015	2014
1 <sup>st</sup> quarter	36.3	29.3	12.2	11.4	<b>48.5</b>	<b>40.8</b>
2 <sup>nd</sup> quarter	40.0	30.0	11.8	11.3	<b>51.8</b>	<b>41.3</b>
3 <sup>rd</sup> quarter	35.4	31.1	10.2	10.1	<b>45.6</b>	<b>41.2</b>
4 <sup>th</sup> quarter	43.2	37.0	12.7	12.8	<b>55.9</b>	<b>49.8</b>
<b>12-month total</b>	<b>154.9</b>	<b>127.5</b>	<b>47.0</b>	<b>45.6</b>	<b>201.9</b>	<b>173.1</b>

## ABOUT KEYRUS

### Keyrus, creator of value in the era of Data and Digital

An international player in consulting and technologies and a specialist in Data and Digital, **Keyrus** is dedicated to helping enterprises take advantage of the Data and Digital paradigm to enhance their performance, facilitating and accelerating their transformation, and generating new drivers of growth, competitiveness, and sustainability.

Placing innovation at the heart of its strategy, **Keyrus** is developing a value proposition that is unique in the market and centred around an innovative offering founded upon a combination of three major and convergent areas of expertise:

- **Data Intelligence**

Big Data Analytics – Business Intelligence – Information Management – EPM

- **Digital Experience**

Digital Strategy & Performance – Customer Intelligence / CRM – Digital Commerce

- **Management & Transformation Consulting**

Digital strategy & Innovation – Digital Transformation – Performance Management – Project Support

Present in 15 countries on 4 continents, the **Keyrus** Group has over 2300 employees.

**Keyrus** is quoted in compartment C of the Eurolist of Euronext Paris

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Further information at: [www.keyrus.fr](http://www.keyrus.fr)

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