

Press Release

29 March 2016

KEYRUS

insight into value

2015 Annual Results

Revenues: + 16.6%

Current operating income: €8.1m

Net income: €3.3m

In millions of euros	2015	2014
Revenues	201.9	173.1
Current operating income	8.1	5.8
Operating income	5.7	4.9
Net income (Group share)	3.3	2.6

Levallois-Perret, 29 March 2016 : The **Keyrus** Board of Directors met today in the presence of the auditors and finalized the audited consolidated accounts for the 2015 financial year.

2015 Operating Performance

The **Keyrus** Group recorded consolidated revenues of €201.9m for the 2015 financial year, an increase of 16.6% as compared with 2014 (14.7% at constant structure and exchange rates).

The revenues of the Large Account segment grew by 21.5% and those of the Mid-Market segment by 3.0% based on reported figures. These revenues include €3.4m linked to external growth undertaken in 2014.

Large Account activities increased by 18.8% at constant structure and exchange rates. With the exception of Canada, all Group countries showed strong growth, including notably France, with organic growth of 15.9% and activities accounting for around 60% of Large Account revenues.

Mid-Market activities rose by 3.0% at constant structure and exchange rates, having notably benefited from the regulatory implementation of the *DSN* (Nominative Social Declaration/*Déclaration Sociale Nominative*).

Current operating income thus increased to €8.1m as against €5.8m for 2014.

Operating income was €5.7m compared to €4.9m for 2014. It should be noted that in the non-recurring items there was a depreciation of Goodwill of €1.3m on activities in Canada. The net income group share was €3.3m as against €2.6m in 2014 thanks to improved operating performance across all activities.

Net financial indebtedness as at 31 December 2015 fell to €13.9m as against €17.6m as at 31 December 2014. This decrease was due to a rise in activity-generated net cash flows to €6.5m as against €3.0m in 2014, integrating sound management of working capital requirements. The cash position as at 31 December 2015 stood at €20.3m (€16.4m as at 31 December 2014).

Outlook for 2016

The 2015 financial year saw the Group make major quantitative and qualitative advances in terms of its market positioning, and it did so across the entirety of its Large Account activities, driven by a further improved portfolio of offerings structured around its three pillars:

- **Data Intelligence**
- **Digital Experience**
- **Management & Transformation**

as well as in its Mid-Market activities which posted record operating income in 2015.

Eric Cohen, President and CEO, comments: *"This year we have exceeded the 200 million euro mark, with strong momentum in our activities as much in France as internationally. We should thus continue to achieve growth that is well above market in the 2016 financial year, notably through our capacity to create value thanks to our cross-activity synergies: Data, Digital, and Management Consulting.*

For our Mid-Market activities, facing a more volatile economic climate, the 2016 financial year should nevertheless continue along the same lines as 2015, with investments being made to prepare for the future."

Keyrus will publish its first quarter 2016 revenues after market close on 13 May 2016.

Table showing the breakdown of revenues by operational sector

In €m	Large Accounts		Mid-Market		Total	
	2015	2014	2015	2014	2015	2014
Revenues	155.0	127.5	47.0	45.6	201.9	173.1
Current operating income	4.2	3.0	3.9	2.8	8.1	5.8
Operating income	1.8	2.2	3.9	2.7	5.7	4.9

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**

Data Science - Big Data Analytics – Business Intelligence – EIM – CPM/EPM

- **Digital Experience**

Innovation & Digital Strategy – Digital Marketing & CRM – Digital Commerce – Digital Performance – User Experience

- **Management & Transformation Consulting**

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

Present in 15 countries on 4 continents, the **Keyrus** Group has almost 2500 employees.

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

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Further information at: www.keyrus.fr