

# Press Release

25 July 2014



## Q2 2014 Revenues : €41.2m

Organic growth in the 2<sup>nd</sup> quarter of 2014 : +3.1%

Consolidated revenues (€m)	2014	2013
First quarter	40.8	39.9
Second quarter	41.2	40.1
First half-year	82.0	79.9

**Levallois-Perret, 25 July 2014** : the **Keyrus** Group achieved revenues of €41.2m over the second quarter of 2014, an increase of 3.0% compared to the second quarter of 2013 (+3.1% at constant structure and exchange rates). This growth is driven solely by the Mid-Market activities which increased sharply. As for the Large Accounts activities, they have experienced a second quarter comparable to that of 2013. The revenues of the Group thus showed an increase, in the first half of the year, of 2.6% (+3.3% at constant structure and exchange rates) compared to the first half of 2013.

### Operational activities

The Large Accounts activities saw their revenues remain stable in the second quarter (+0.3% based on reported figures and -0.4% in organic terms). As in the first quarter, this decline on an organic basis is linked, on the one hand, to the fall in revenues in certain of the Group's geographical zones (Canada, Belgium) as a result of operational reorganizations and, on the other hand, to a drop in licensing revenues from the Business Intelligence activity in France.

The growth in Mid-Market activities in the second quarter of 2014 reached 11.3% (+14.2% at constant exchange rates and structure). A remarkable performance by **Absys Cyborg** – the **Keyrus** Group subsidiary specialized in the Mid-Market - could be put down notably to a sharp upturn in license sales over this quarter, and more generally to the robustness of the business model built in the last few years. With orders looking promising overall, the growth in these activities should continue over the second half of the year, even if trading conditions in this market remain somewhat volatile.

### Strategic investment in Big Data & Analytics consulting

The **Keyrus** Group announced on 2 July that it had acquired the company **BIPB** in London. This deal gives the **Keyrus** Group access to the British and American markets and offers a broader range of services and solutions to **BIPB**'s clients. **BIPB** is a leading player in the sector of Business Intelligence oriented towards 'Data' which relies notably on the 'Data Discovery & Data Visualization' solutions, such as Tableau, QlikView, Alteryx and Revolution Analytics.

**BIPB** achieved revenues of around 6 million pounds sterling in 2013 with a team of more than 40 consultants.

The accounts of the **BIPB** company will be integrated into the scope of consolidation of the **Keyrus** Group as from July 2014.

For **Eric Cohen**, President and CEO of the **Keyrus** Group, "We have achieved organic growth of +3.3% in this first half of the year with fresh momentum in our Mid-Market activities. For our Large Accounts activities, our continued efforts in terms of innovation and of the positioning of our Data Intelligence and Digital Experience offerings, supported by our Management Consulting activities, will be our principal driver of growth for the coming years. "

In this context, the Group's financial structure remains sound and allows it to pursue its projects.

**Keyrus** will publish its results for the first half of 2014 on 19 September 2014 after the market close.

#### Table of breakdown of revenues per operational sector Large

Consolidated revenues (€m)	Large Accounts		Mid-Market		Total	
	2014	2013	2014	2013	2014	2013
1 <sup>st</sup> quarter	29.3	28.5	11.4	11.4	40.8	39.9
2 <sup>nd</sup> quarter	30.2	30.1	11.1	10.0	41.2	40.1
Total	59.5	58.6	22.5	21.3	82.0	79.9

#### ABOUT KEYRUS

A major player in the field of consulting on, and the integration of, Business Intelligence and Digital solutions for Large Accounts and of ERP/CRM solutions for the Mid-Market, **Keyrus** currently has 1900 employees in 15 countries on 4 continents and assists its clients in optimizing their efficiency and performance by offering them a full range of services in the following areas :

- Management Consulting
- Business Intelligence – Performance Management
- Digital Business – Big Data & Analytics
- Management Solutions for the Business (ERP/CRM)

The **Keyrus** Group is quoted in compartment C of the Eurolist of Euronext Paris  
(Compartment C/Small caps - ISIN Code : FR0004029411 – Reuters : KEYR.LN – Bloomberg : KEYP FP)

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