

Press Release

06 February 2014



Q4 2013 Revenues: €42.6 Million

Q4 Growth: +1.5%

2013 Consolidated revenues: €158.8 M

Annual growth: +3.6%

Consolidated revenues (€M)	2013	2012	Growth
First quarter	39.9	38.2	4.4%
Second quarter	40.1	38.1	5.3%
Third quarter	36.2	35.0	3.3%
Fourth quarter	42.6	42.0	1.5%
Total	158.8	153.3	3.6%

Levallois-Perret,, 6 February 2014 – The **Keyrus** group recorded consolidated revenues of €158.8 M at 31 December 2013, a 3.6% increase on 31 December 2012 based on published figures, and growth of 4.6% at constant perimeter and exchange rates, driven by the two business sectors.

In the 4th quarter, consolidated revenues were €42.6 M, a 1.5% increase on the 4th quarter of 2012 (+4.0% at constant perimeter and exchange rates).

Large account activities grew by 0.9% in the 4th quarter of 2013 (+2.8% at constant perimeter and exchange rates) and 5.1% on 2013 (+5.6% at constant perimeter and exchange rates). This slow-down in the organic growth of large account activities in the 4th quarter can be explained in particular by operational problems in certain international markets.

Mid-Market activities grew by 2.8% in the 4th quarter (+7.1% organic growth) and was down 0.3% over the year (+2.0% organic growth). This significant discrepancy between the published data and the organic growth data can be explained by the sale of activities in the East of France. This organic growth in Q4 must be viewed in perspective as it does not reflect the actual slow-down of the Mid-sized firms market in 2013 with, in particular a significant drop in licence sales over the year (-20%), which was offset by an increase in service sales.

The Group's Large Accounts and Mid-Market activities account for 72.8% and 27.2% of the Group's consolidated revenues in 2013 respectively.

International business accounts for 31.6% of overall revenues as opposed to 31.4% in 2012.

The company's financial position remains robust and the operating profit for the year should, despite a more difficult environment, be on a level with that achieved in 2012.

Eric **Cohen**, CEO, said: *'The 2013 fiscal year allowed us to strengthen our positions and structure our offers, combining expertise in Management Consulting, Digital Business and Data Intelligence to further differentiate ourselves. In 2014, we will continue to invest to turn **Keyrus** into the strategic partner chosen by clients to support them in the digital revolution taking place within organisations, both in terms of operational transformation and the new challenges around Big Data and Analytics.'*

Keyrus will publish its annual results for 2013 on 18 March 2014 after the closing of the market.

Table of breakdown of revenues per operational sector

Consolidated revenues (€M)	Large Accounts		Mid-Market		Total	
	2013	2012	2013	2012	2013	2012
First quarter	28.5	26.7	11.4	11.5	39.9	38.2
Second quarter	30.1	27.5	10.0	10.5	40.1	38.1
Third quarter	26.5	25.6	9.7	9.4	36.2	35.0
Fourth quarter	30.4	30.2	12.2	11.9	42.6	42.0
Total for 12 months	115.5	110.0	43.3	43.4	158.8	153.3

ABOUT KEYRUS

Leading consultants in the integration of Business Intelligence and e-Business solutions for large accounts and ERP/CRM solutions for the Mid-Market, **Keyrus** currently has over 1,800 employees on four continents and assists its customers in optimising their performance and controlling and using their data by offering them a full range of services in the following fields:

- Management consulting
- Business Intelligence – Performance Management
- Digital Business – Big Data & Analytics
- Enterprise Management Solutions (ERP/CRM)

The **Keyrus** Group is listed on Eurolist, Euronext Paris (Compartment C/Small Caps - ISIN: FR0004029411 – Reuters: KEYR.LN – Bloomberg: KEYP FP)

More information at: www.keyrus.fr