

Press Release

18 March 2014



2013 Annual Results

Revenues : + 3.6%

Current operating profit : €4.6 m

Net income : €1.7 m

In millions of euros	2013	2012
Revenues	158.9	153.3
Current operating profit	4.6	4.5
Operating profit	4.4	4.2
Net income (Group Share)	1.7	1.8

Levallois-Perret, 18 March 2014 : the **Keyrus** Board of Directors met today in the presence of the auditors and finalized the audited consolidated accounts for the 2013 financial year.

2013 Operating Performance

The **Keyrus** Group recorded consolidated revenues of 158.9 million euros for the 2013 financial year, an increase of 3.6% as compared with 2012. The revenues of the Large Account segment grew by 5.1% whilst those of the Mid-Market segment remained stable with a variation of -0.3%.

This growth was mainly organic (+4.6%) and was greater than that of the market.

The Large Accounts business grew by 5.6% at constant structure and exchange rates. It should nevertheless be noted that growth slowed down in the course of the last two quarters of the financial year. The Mid-Market business grew by 2.0% before taking into account the disposal of the activities in the East of France.

As announced in our latest press communications, the current operating profit remained stable in relation to the previous financial year at €4.6m.

The operating profit amounted to €4.4m as against €4.2m for 2012.

The net income group share fell to €1.7m as against €1.8m in 2012 due to the increase in the consolidated tax charge.

The net financial debt as at 31 December 2013 remained under control at €15.4m as against €14.5m as at 31 December 2012, thanks to the effective management of working capital requirements. The cash position increased to €16.6m as at 31 December 2013 (€15.4m as at 31 December 2012) and the financial structure remains solid.

2014 Outlook

The 2013 financial year saw the continued enhancement of the Group's market positioning, in qualitative and quantitative terms, over the entirety of its activities: Large Accounts - Business Intelligence/EIM, Management Consulting and Digital/cross-channel Marketing – and Mid-Market.

For CEO **Eric Cohen**, " *The dynamic of our positioning, matched with the expectations of our clients, should allow us to pursue our growth trajectory. One of our main challenges, for our Large Account activities, resides in the ability to sublimate the synergies in our portfolio of offerings in order to respond effectively to the challenges of the digital revolution, and thereby move from Business Intelligence to Data Intelligence. For our Mid-Market activities, this year we should prepare our shift to new Cloud - SaaS solutions aimed at our clients in the HR and Marketing/Sales fields.*"

Keyrus will publish its first quarter 2014 revenues after market closing on 6 May 2014.

	Large Accounts		Mid-Market		Total	
in €m	2013	2012	2013	2012	2013	2012
Revenues	115.7	110.0	43.2	43.4	158.9	153.3
Current operating profit	2.6	2.5	2.0	2.0	4.6	4.5
Operating profit	2.0	2.3	2.4	1.9	4.4	4.2

ABOUT KEYRUS

A major player in the field of consulting on, and the integration of, Business Intelligence and e-Business solutions for large accounts and of ERP/CRM solutions for the Mid-Market, **Keyrus** today employs more than 1,800 employees on four continents and assists its clients in optimizing their performance, and in mastering data and bringing out its value, 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 on the Eurolist of Euronext Paris (Compartment C/Small caps - Code ISIN : FR0004029411 – Reuters : KEYR.LN – Bloomberg : KEYP FP)

Further information at: www.keyrus.com