

Press Release

9 May 2019

KEYRUS

insight into value

1st quarter 2019 revenues: €74.1m Q1 organic growth*: +5.2%

| Consolidated revenues (€m) | 2019 | 2018 | Growth |
|----------------------------|------|------|--------|
| 1 st quarter | 74.1 | 68.1 | 8.9% |

Levallois, 9 May 2019 – The **Keyrus Group** recorded revenues of 74.1 million euros in the first quarter of 2019, an increase of 8.9% as compared with the first quarter of 2018. At constant scope and exchange rates, the increase was 5.2%, driven by both segments of activity.

Large Account activities grew by 5.4% in comparison with the first quarter of 2018 (+3.7% at constant scope and exchange rates), nevertheless with a marked slowdown - that had been forecast in the fourth quarter - on the French market, but a solid momentum in the rest of the Group's territories.

For the entirety of the Group's activities in France and internationally, **Keyrus** is gradually deploying new, 'integrated' offerings combining the full range of its Data, Digital and Transformation know-how.

These offerings, which bring together **Keyrus's** areas of expertise in Artificial Intelligence, the Blockchain, Robotic Process Automation, Cybersecurity, *etc.* will meet the strategic challenges that the Group's clients face around 4 major topics:

1. Customer Experience
2. Operational efficiency
3. New Business Models & Ecosystems
4. Securing of data & Assets

Mid-Market activities maintained a good pace of growth in the first quarter of 2019, with revenues of 17.2 million euros, an increase of 22.1% as compared with the first quarter of 2018, and representing organic growth of 10.2%. This sharp increase is due, on the one hand, to the incorporation, in 2019, of the Arcadie Group into the scope of activity, and on the other hand, to strong licence and maintenance revenues in this first quarter.

Moreover, the 2019 financial year should also be driven by revenue growth around the new offerings launched in 2018 – Cloud Managed Services, and Management Consulting in the areas of Finance and Cash Management with the Kyriba solution.

Going forward in this financial year, **Eric Cohen**, President & CEO, comments:

"2019 will be a year of transition for our Large Account activities in France, with the implementation of a new organization initiated at the start of the year and spearheaded by the new General Management. All our other territories should continue to grow at an equivalent pace to that of 2018, with an increasingly significant, positive impact being felt from client synergies and the mutualization of skill hubs and cross-country areas of expertise.

As stated on 2 April, the new financing taken out in December 2018 should enable us to accelerate our growth and profitability through targeted acquisitions in France and internationally."

Keyrus will hold its Annual General Meeting on 4 June 2019 and publish its second quarter revenues on 25 July 2019 after market close.

Breakdown of revenues by operational sector

| Consolidated revenues (€m) | Large Accounts | | Mid-Market | | Total | |
|----------------------------|----------------|------|------------|------|-------------|-------------|
| | 2019 | 2018 | 2019 | 2018 | 2019 | 2018 |
| 1 st quarter | 56.9 | 54.0 | 17.2 | 14.1 | 74.1 | 68.1 |

* DEFINITION OF THE NOTION OF ORGANIC GROWTH IN REVENUES

The notion of organic growth in revenues involves presenting the revenues of the preceding year (N-1, in this case, the 2018 financial year) restated in such a way as to apply the exchange rates and scope of consolidation of the current year (N, in this case, the 2019 financial year). The Group then calculates a figure for organic N-1 revenues by:

- using the exchange rates of year N to calculate the reported revenues of companies outside the Eurozone in year N-1 ;
- adding to the reported revenues for year N-1 the N-1 revenues of companies that came within the scope of consolidation in year N ;
- deducting from the reported revenues for year N-1 the N-1 revenues of companies that went out of the scope of consolidation in year N.

In 2019, the adjustments to go from reported 2018 revenues to organic 2018 revenues look as follows:

| | Meuros |
|---------------------------------|---------|
| Reported 2018 | €68.1m |
| Large Account scope adjustments | €1.0m |
| Mid-Market scope adjustments | €1.52m |
| Exchange rate variations | €(0.1)m |
| Organic 2018 | €70,5m |

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, facilitate and accelerate their transformation, and generate new drivers of growth and competitiveness.

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 – Artificial Intelligence - Big Data & Cloud Analytics – Business Intelligence – EIM – CPM/EPM
- **Digital Experience :**
Innovation & Digital Strategy – Digital Marketing - DMP & CRM – Digital Commerce – Digital Performance – User Experience
- **Management & Transformation Consulting :**
Strategy & Innovation – Digital Transformation – Performance Management – Project Support

Present in eighteen countries on four continents, the **Keyrus** Group has over 3,200 employees.

Keyrus is quoted in compartment C of the Eurolist of Euronext Paris
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Further information at: www.keyrus.com