



2015 Turnover: €282.3 million

A year of sustained growth: +6.8%

Q4 2015: +6.4%

Paris, 21 January 2016 – GROUPE OPEN (ISIN: FR 0004050300; NextEconomy segment – 972, IT services), the Digital Services Company, publishes its annual turnover for 2015.

In € million	2015		2014		Growth	
	France	Consolidated	France	Consolidated	France	Consolidated
Q1	65.4	71.6	60.8	66.5	+7.7%	+7.7%
Q2	63.5	70.2	58.9	64.9	+7.9%	+8.0%
Q3	60.0	65.3	56.4	62.3	+6.3%	+5.0%
Q4	69.4	75.2	63.9	70.7	+8.5%	+6.4%
TOTAL	258.3	282.3	240.0	264.4	+7.7%	+6.8%

Groupe Open posted a performance of 6.8% growth in turnover in 2015, of which 6% organic growth. These results remain well ahead of the market as a whole, even though growth rate estimates for the market have been raised to 2% from the figure of 1.7% announced last April (source: Syntec Numérique).

Q4 saw 6.4% growth in turnover, all of which was organic growth, in line with the growth rate over the year as a whole.

That result gives 2015 turnover of €282.3 million, slightly up on the estimates published recently. This performance provides an illustration of the company's dynamic business in 2015, as well as of its perfect match with clients' expectations regarding support in addressing both their industrial and digital challenges.

Turnover was up in the energy, transport and banking-insurance-finance sectors.

Groupe Open posted particularly strong growth (+20%) in its digital activity along with a sustained increase in its industrial transformation services (+10%), thereby confirming the relevance of the Group's positioning in 2015.

International business was stable, meanwhile.

The productive workforce of Groupe Open now stands at 3,350 people, also up on 2014, with 600 new employees in the course of the year.

As in previous quarters, growth in turnover went hand-in-hand with stability in the company's average daily rate and an improvement in the occupation rate.

Groupe Open is working towards the first milestones in its 2020 Strategic Plan presented last November:

- Groupe Open is reinforcing its expertise in Big Data and has announced a partnership with CentraleSupélec Executive Education to train its future Data Scientists via a top-level course in “Big Data for Digital Companies”.
The first class of 15 future Data Scientists will be beginning on 3 February 2016.
- To boost its business relevance and application and technology integration capacities, Groupe Open is focusing the extension of its digital agencies on the IoT (Internet of Things), Mobility and Geo environments, as well as on Consulting in Big Data, e-commerce and m-commerce.
- The Alliances & Partnerships Department is stepping up its contacts with key market players in technologies in order to foster innovation and to accompany digital agencies and also its Industrial Transformation business in their efforts to gain market share.
- Concerning its acquisitions programme to reinforce its positioning, Groupe Open has issued four letters of intent to companies to boost its skills in the areas of Big Data, the Cloud and Mobility. Some of these operations should go ahead before the end of the current quarter.
This programme has been backed by the earmarking of a budget of €60 million to finance the external growth required for the digital acceleration of Groupe Open.

Summary & Future Prospects

Based on turnover of €282.3 million, slightly ahead of its target, Groupe Open confirms its objectives of Current Operating Income in excess of 6%, of a sharp increase in its Net Income and of significant cash generation.

Groupe Open is therefore commencing 2016 with its eye on growth in both turnover and income in 2016.

The financial results for 2015 will be published on 16 March 2016 after the close of the stock exchange and commented on by Valérie Benvenuto, Frédéric Sebag and Guy Mamou-Mani at the meeting held on 17 March 2016.

Nathalie MREJEN – Communication

Tel: 01 71 06 31 28

nathalie.mrejen@open-groupe.com

About Groupe Open

With its 3,300 staff and 2015 turnover of €282 million, Groupe Open is a leading player in digital services. Open works on the Industrial and Digital Transformation of companies and is present mainly in France, as well as having international operations in Belgium, the Netherlands, Luxembourg and China.

Listed on the Stock Exchange, Groupe Open is among the top 10 French digital service companies and has a digital offering in three dimensions: the extension of its IT and digital activity to provide end-to-end coverage, the supply of an e-commerce platform allowing direct access to the services proposed by Groupe Open, and the provision of a technical innovation platform shared with its clients and personnel.

Groupe Open adopts a forward-looking approach structured around its corporate values: Relevance, Audacity, Ethics & Responsibility, Passion and Commitment - www.open-groupe.com