

OPEN GROUP
Confirmation of continued growth
Q4: + 5.8%
Turnover for 2013: €251 million (+ 3.6%)

Paris, 23rd January 2014 –OPEN GROUP (ISIN: FR 0004050300; NextEconomy segment – 972, IT services), a digital services company (ESN), publishes full turnover figures for 2013.

Turnover comparison

<i>In millions of €</i>	2013		2012		Growth	
	France	Consolidated	France	Consolidated	France	Consolidated
Q1	59.2	64.3	59.5	64.9	-0.5%	-0.9%
Q2	56.1	61.3	53.0	58.5	6.0%	4.7%
Q3	54.0	58.8	51.0	55.8	5.8%	5.4%
Q4	60.8	66.6	57.6	63.0	5.5%	5.8%
TOTAL	230.1	251.0	221.1	242.2	4.1%	3.6%

In a business climate that remains challenging (-0.3% across the sector in 2013, according to Syntec Numérique), the OPEN GROUP's performance is all the more impressive (+5.8% in Q4). This result takes total turnover for 2013 to €251 million (+3.6%), demonstrating the dynamism of the group's business model and the efficacy of the action strategy in place.

This strong performance can be attributed to:

- A total workforce (including subcontractors) which has grown by 2%, to reach 2,790 in-house production-side employees,
- International operations, which have returned to growth in a significant manner: +9.2% in Q4.

The OPEN GROUP has also completed the roll-out of its new Range and Partnership strategy, based on a coherent spectrum of innovative technological solutions and associated services taking in Consulting, Application Services and Infrastructure Services.

The OPEN GROUP is thus uniquely placed to help clients rise to the challenges of digital and industrial transformation.

By way of an example, from the key domain of Mobile Application Testing, the OPEN GROUP has recently unveiled a platform which is totally unique in France, hosted at the group's Tours Datacenter and allowing clients to conduct made-to-measure automated test campaigns.

In 2013, to give concrete expression to the group's ethical and professional commitments, Open drew up a new Corporate Social Responsibility strategy, grouping the company's existing initiatives into a clear set of strategic priorities which correspond to Open's core values.

The group's CSR charter identifies 5 ambitions which define the scope of its vision: superior industrial performance, dynamism in innovation, the energy of 'Better Living with Open', excellence in serving clients and a commitment to responsible business.

Future Prospects

In 2014, in order to meet the group's organic growth targets, Open expects to recruit a total of 600 new employees over the course of the year.

Furthermore, as the market picks up slightly in 2014 (a predicted upswing of +1.4% for the sector, according to Syntec Numérique) the momentum gathered and the increased productivity of resources should help the OPEN GROUP to meet its stated targets for Turnover and Current Operating Income for the year.

As indicated in previous announcements, the OPEN GROUP can now confirm that Current Operating Income for H2 2013 will exceed that for H2 2012.

Last but not least, the group warmly welcomes the arrival of the new PEA-PME savings and investment plan; Open should be one of the main Digital Services firms eligible to benefit from this scheme.

Full financial results for 2013 will be published on 19th March 2014 after close of trading and discussed in detail by Frédéric Sebag and Guy Mamou-Mani at the SFAF meeting scheduled for 20th March at 12:30 in the reception rooms of Hôtel Shangri-La.

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About OPEN

The OPEN GROUP is a leading player in the field of Digital Transformation and Performance for business. The group is based in France, with international operations in Belgium, the Netherlands, Luxembourg, Spain and China

Listed on the Paris Stock Exchange, the OPEN GROUP is among the top 10 French digital service providers (ESN), offering Consulting, Application Services and Infrastructure Support with a unique combination of strengths which sets Open apart from the competition: Professionalism and Proximity, Value and Innovation

In order to better respond to the priorities of today's business clients, and the need to be competitive at all times, OPEN GROUP's strategy is based on continually boosting the group's value added and its capacity for innovation.

The OPEN GROUP's stated ambition is to consolidate its position among the leading digital business service experts in France, building for the future while remaining true to the core values which define the company's identity: Pertinence, Audacity, Ethics & Responsibility, Passion and Commitment.

Find out more at www.open-groupe.com

