



H1 2020 Turnover: €147.9m | -5.4%

Paris, 16 July 2020 – Open Group (ISIN: FR 0004050300; segment NextEconomy – 972, computer services), Digital Services Company, has published its turnover for the second quarter and first half of 2020.

In millions of €		Q1 2020	Q1 2019	Growth
Q1	France	76.7	79.7	-3.7%
	International	1.8	1.4	+31.0%
	Total	78.5	81.0	-3.2%
Q2	France	67.8	73.9	-8.3%
	International	1.6	1.3	+20.8%
	Total	69.4	75.2	-7.8%
H1	France	144.5	153.6	-5.9%
	International	3.4	2.7	+26.0%
	Total	147.9	156.3	-5.4%

For this first half of 2020, the Open Group's turnover saw a 5.4% reduction to €147.9m.

This decrease is primarily due to a reduction in the occupancy rate and productive workforce (3,180 employees at the end of June 2020 compared with 3,250 at the end of December 2019), directly resulting from the health crisis.

From a commercial perspective, this half was marked by winning a new large-scale UGAP (Union des Groupements d'Achats Publics) public procurement contract. Having already been the previous contract holder for Project Management Assistance (AMOE) services, the Open Group will once again play a role in meeting the challenges of this contract, now extended to Application Maintenance services.

Outlook

Teams' commitment and managerial strength together with efficient organisation enabled the Open Group to rapidly provide its customers with continuity of service.

Although significantly reduced due to the health crisis, turnover for the second quarter is better than expected.

Nonetheless, a cautious approach remains necessary in a health and economic situation with limited visibility. In this context, for 2020, the Open Group is anticipating a reduction of approximately 5% in turnover, and an operating profit of between 3% and 4%.

**The figures for the first half of 2020 will be published
 on Wednesday 9 September 2020 after the close of business**

**and commented on by Valérie Benvenuto, Frédéric Sebag and Guy Mamou-Mani
 during the SFAF meeting to be held on Thursday 10 September 2020.**

Appendix: Definitions of alternative performance indicators (not defined by IFRS standards)

The Open Group uses the following financial indicator, which is not defined by IFRS standards: Organic growth

This indicator – Organic growth – is calculated as follows:

- This indicator measures the change in net turnover in relation to the same period in the previous year, excluding the impact of exchange rates and excluding changes of scope;
- The impact of exchange rates is obtained by applying exchange rates from the previous year to current-year sales and by calculating the difference in relation to current-year sales.
- The impact of scope consists of:
 - current-year sales achieved by entities that were not within the scope of consolidation for the same period of the previous year, and up until the anniversary date of their integration,
 - the reduction in sales connected with transferred activities, which are not within the scope of consolidation of the current year but integrated within sales for the same period of the previous year, and up until the anniversary date of their transfer.

Aggregate	06 2020	06 2019	% variation	Of which impact of exchange rates	Of which impact of scope	Of which organic growth
Net turnover	147.9	156.3	-5.4%	0%	0.0%	-5.4%

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About the Open Group

With **3,645 employees** and a turnover of **€304 m** in 2019, the Open Group is positioning itself as a **major player in digital services**, operating mainly in France. (International: Luxembourg and Romania).

The Open Group supports businesses and organisations in their transformation with a range of IT and digital services. Its aim: To meet the challenges of their new business models with guaranteed control and cost control within a context of Time to Market and agility.

Open is committed to a future-oriented approach by adopting the following corporate values: Applicability, Daring, Ethics & Accountability, Dedication and Commitment and its societal commitment.

To learn more about Open: www.open.global

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