



2014 turnover: +7%
The group's sustained annual growth is confirmed
Q4 2014: + 7.4%

Paris, 22 January 2015 – GROUPE OPEN (ISIN: FR 0004050300; NextEconomy segment–972, IT services), digital services companies, publishes its turnover for the year 2014.

In millions of €	2014		2013		Growth	
	France	Consolidated	France	Consolidated	France	Consolidated
Q1	60.8	66.5	58.0	63.1	4.7%	5.4%
Q2	58.9	64.9	54.9	60.0	7.3%	8.2%
Q3	56.4	62.3	53.3	58.1	5.9%	7.1%
Q4	63.9	70.7	60.0	65.8	6.6%	7.4%
TOTAL	240.0	264.4	226.2	247.1	6.1%	7.0%

In 2014 Groupe Open confirmed its strong performances with 7% growth, including 4.6% organic growth, thereby maintaining the level seen in Q1 2014.

Q4 saw growth of 7.4%, of which 4.3% was organic.

Overall turnover for 2014 came to €264.4 M, demonstrating the group's commercial dynamism, the relevance of its service offering, and the commitment of its staff members to the company's plans.

As in previous quarters, this year-on-year growth in revenue can be partly attributed to the confirmation of the improved resource usage rates, the stability of the Average Daily Rate and the increase in Groupe Open's productive workforce.

As a reminder, in September 2014 Groupe Open sold off the Industry branch of its PEA Consulting business in order to refocus its energies on the Banking and Insurance sectors. Turnover figures for 2013 and 2014 have thus been revised to take this sale into account, as it will have a positive impact on income.

International business grew solidly once again, up by 15% last quarter.



Summary & Prospects

The positioning of Groupe Open entered a new phase in 2014, with:

- The successful “made in France” model for Industrial Transformation of information systems for its clients, illustrated by the signing of significant contracts, particularly at the end of the year.
- Success for the group’s Digital Transformation offering, driven by the fast-growing SMACS (Social, Mobility, Analytics, Cloud, Security) market (+18% according to Syntec Numérique).
- Successful development of the group’s brand appeal, leading to the recruitment of nearly 600 new employees and a net increase of 100 in the productive workforce.

These successes, combined with rigorous efforts to bring down structural costs, all point to a sharp rise in operating margin and profit forecasts for 2014.

Furthermore, this robust performance and the visibility generated by new contracts and skills consolidate the group’s growth prospects in terms of revenue and income for the coming years.

The financial results for 2014 will be published on 18 March 2015 after trading and commented on by Frédéric Sebag and Guy Mamou-Mani in the SFAF meeting to be held at 12.30 pm on 19 March 2015 in the lounge of the Hotel Shangri-La.

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About Groupe Open

With a headcount of 3250 and revenue of €264M in 2014, Groupe Open is a leading player in Industrial and Digital Transformation for businesses. It is present mainly in France, but also has international operations in Belgium, the Netherlands, Luxembourg, Spain and China.

Listed on the Stock Exchange, Groupe Open is among the top ten French digital service companies, offering Consulting, Application Services and Infrastructure Services with a unique combination of Professionalism and Proximity, Value and Innovation.

Groupe Open’s stated ambition is to consolidate its position among the leading digital service companies in France, building for the future while remaining true to its core values: Relevance, Audacity, Ethics & Responsibility, Passion and Commitment.

For further information: www.open-groupe.com