



## **Turnover for Q3 2014: up 7.1%** **Confirmation of Groupe Open's growth forecast**

Paris, 23<sup>rd</sup> October 2014 – Groupe Open (ISIN: FR 0004050300; NextEconomy segment–972, IT services), digital services companies (ESN), reveals its turnover for Q3 2014.

<i>In millions of €</i>	2014	2013	Growth
Q1	66.5	63.1	5.4%
Q2	64.9	60.0	8.2%
<b>Q3</b>	<b>62.3</b>	<b>58.1</b>	<b>7.1%</b>
<b>TOTAL</b>	<b>193.7</b>	<b>181.2</b>	<b>6.9%</b>

	<i>In millions of €</i>	2014	2013	Growth
<b>Q3</b>	France	56.4	53.3	5.9%
	International	5.8	4.8	20.7%
	<b>Total</b>	<b>62.3</b>	<b>58.1</b>	<b>7.1%</b>
<b>TOTAL</b>	France	176.0	166.2	5.9%
	International	17.7	15.1	17.3%
	<b>Cumulative 9 month total</b>	<b>193.7</b>	<b>181.2</b>	<b>6.9%</b>

In line with previous forecasts, Groupe Open saw its turnover increase significantly once again in the third quarter of 2014, rising by 7.1%, including 3.7% organic growth, despite a negative calendar effect representing -1.6%.

For the first 9 months of 2014 growth averaged at +6.9%, of which +5.3% was organic.

This increase in turnover in Q3 can be attributed to the continued improvement of resource usage rates, the stability of the Average Daily Rate and the increase in Groupe Open's productive workforce.

International activity continues to grow steadily, up by 20.7% in this quarter.

During this period Groupe Open has considerably strengthened the positioning of its expertise in the field of SMACS technologies (Social, Mobility, Analytics, Cloud & Security). Backed by the company's established reputation as a leading provider of Industrial and Digital Transformation for businesses, Groupe Open has succeeded in winning a series of increasingly large-scale contracts, most notably in the banking and energy sectors.



As part of the streamlining plan announced during the presentation of the company's half-year results in September, at the end of that month Groupe Open sold off its consulting branch PEA Consulting in order to refocus its energies on its core activities in the Banking and Insurance sectors.

Turnover figures for 2013 and 2014 have thus been revised to take this change into account, as the transaction should have a positive impact on income.

### Future Prospects

Q3 2014 saw a continuation of the trends observed in the preceding quarters, with a rate of organic growth well above the market average.

This dynamic looks set to continue in the coming months, allowing Groupe Open to confidently maintain its forecast of significant growth in both turnover and operating profit in 2014, accompanied by an increase in the company's operating margin.

***Annual turnover for 2014 will be announced in a press release on  
Thursday 22<sup>nd</sup> January 2015 after the close of trading.***

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#### **About Groupe Open**

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.

In order to respond better to the priorities of its clients and their need to be competitive at all times, Groupe Open's strategy is based on continually boosting its value added and its capacity for 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.

**Find out more at:** [www.open-groupe.com](http://www.open-groupe.com)