

## Press release

Levallois, 23rd July 2007



### First half 2007 turnover

Turnover up by 18% in the first half of 2007 to €57.3m

Consolidated turnover (€k)	2007	2006
First quarter	30,105	24,291
Second quarter	27,223	24,340
First half	57,328	48,631

**Levallois, 23rd July 2007:** Keyrus earned consolidated turnover of €27.2 million in the second quarter of 2007, i.e. an increase of 12% on the second quarter of 2006. The group is maintaining a steady growth rate while successfully integrating its recent acquisitions (**Absys** and **Zeni Corporation**) and moving its business model towards a more market-based organisation in support of its "Keyrus 2010" strategic plan to exceed €200m in turnover by the end of 2010 with a sharply increased operational margin.

#### Group activities

Major accounts activities achieved organic growth of more than 12% in the first half of 2007, with business intelligence activities continuing to perform very strongly (+23%). Moreover, the key indicator of economic performance, the average rate of activity, was more than 88% in the first half and should remain at this excellent level for the whole of the year.

Turnover from mid-market activities, managed by **Absys Cyborg** and representing a third of the group's business, fell short of the budgeted figure in the first half of 2007 (13% down compared with the first half of 2006). There were two reasons for this slowdown: first, the abandonment of non-strategic turnover from previous external growth operations and, two, the refocus on positioning as a result of the acquisition of **Absys** in late 2006 and the policy of concentrating organic growth on the ERP/CRM offerings of our strategic partners Sage and Microsoft.

The group's international activities continued to make a significant contribution, with organic growth of more than 35% in the first half.

#### Key events in the first half of 2007

- Successful completion in late June of the organisational and legal integration of the latest two acquisitions made in France (**Absys** and **Zeni Corporation**).
- Developing and increasing the value of the e-business offering by integrating all **Zeni Corporation's** know-how deployed nationwide (website design, Web 2.0, interactive marketing, high value-added hosting, etc).
- Deployment of a new business intelligence outsourcing offering for data integration using dedicated platforms in Spain and Brazil.
- Creation of a "Keyrus Consulting" division (initially specialising in banking, finance, pharmaceuticals, chemicals, retailing, distribution, industry, telecoms and the media) supporting integration activities to offer clients effective assistance along the entire value chain of their projects.
- Development of synergies between group entities around the world in order to support an increasing number of clients with their international projects (Telefónica, ABN Amro, Rhodia, Sanitas, etc).
- Renewal of **Keyrus's** traditional "supplier listing" with large French and international corporations and conclusion of new listing contracts with major companies like BNP Paribas, Nestlé, Suez and Total.

## Outlook for the second half of 2007

**Keyrus** is still targeting annual growth of more than 20% and an improvement in its operational margin, notably in mid-market activities. Over the next few months, with a solid order book and strong investment capacity, the group will accelerate its external growth policy, focussing on consultancy and business intelligence activities.

**Keyrus** will publish its earnings for the first half of 2007 on 9th October 2007 after the close of trading.

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## ABOUT KEYRUS

The **Keyrus** group is a major player in business intelligence and e-business solutions integration and consultancy for major accounts and integrated ERP solutions for the middle market. For more than ten years, it has been helping its clients optimise their performances by offering them a comprehensive range of services in the following fields:

- **business intelligence**
- **engineering and technological innovation** (e-business, software quality, etc),
- **enterprise resource planning**.

The **Keyrus** group currently employs 1,300 people in nine countries: France, Belgium, Brazil, Canada, Luxembourg, Mauritius, Spain, Switzerland and Tunisia.