



Press release

Issy-les-Moulineaux, 30 April 2014

## **Cegos Group 2013 results: consolidated Group revenue of €158.5m and EBITDA of €13m**

**In a national and international economic context that continues to be gloomy, Cegos maintains its position as the European leader in training and development. The Group's EBITDA is on a par with last year's figure.**

### **2013 consolidated revenue of €158.5m**

The Cegos Group's 2013 revenue comes to €158.5m, down 6% on 2012, with marked variations from one geographic zone to another.

- In the shrinking French market, Cegos has stood its ground, recording a slight 3.5% decline in revenue
- In Northern Europe (Germany, the UK and Switzerland), revenue is down 8% on 2012
- Business in Southern Europe (Spain, Italy and Portugal) has decreased by 14%
- The Asia-Pacific zone has maintained its growth curve, with revenue up 7% on 2012
- The distribution partners business - set up to distribute the Group's e-learning and blended learning solutions on the international market - has reported soaring revenue growth of over 60%

Cegos Group Chairman Jacques Coquerel analysed 2013 in these terms:

*"We have managed to stand firm, even with the adverse economic situation affecting companies' training expense. For the eleventh year in a row, we have maintained a net profit, and our investment capacity remains intact to address tomorrow's challenges."*

### **2014 development priorities: continue the Group's international expansion and move closer to corporate clients and individuals**

The Cegos Group is ramping up the development of its network of partner distributors. It now has about 30 companies distributing Cegos e-learning solutions around the globe. Seven new partnerships have already been signed since the beginning of 2014, for example in West Africa, India and the Philippines.

The Group has also set out to consolidate its position in the international market by helping many multinationals globalise their learning policy, fostering the development of 'blended' courses (which combine classroom training and e-learning), and winning world-class contracts with built-in training management services.

Cegos continues to innovate and has a wide variety of development projects under way for 2014:

- Cegos is gradually rolling out a coaching school in Europe under the International Coaching Federation's label, modelled on the successful school the Group opened in Spain in 2013.
- The Group is expanding its range of diploma courses, which the French Training-Employment-Social Democracy Act of 5 March 2014 is designed to develop: Cegos now offers 15 diploma courses in partnership with France's leading schools and universities. The last two were launched at the beginning of this year: an Executive MBA with IESEG School of Management and an Executive Masters in Business Management with the University of Paris Dauphine. Two others will follow in the coming few months.
- The Group will also expand its certification range, which already boasts 75 certificate courses.

At the same time, Cegos is expanding its coverage in France, already composed of 13 establishments. Three new centres will open this year in Rouen, Grenoble and Nice. This presence brings the company even closer to businesses, and specifically SMEs.

Lastly, the Group is currently examining ways to develop its consulting and in house training business to address companies' new requirements.

Jacques Coquerel concluded:

*"The professional learning market is undergoing far-reaching changes. Digital technology is having a profound influence on the way we train: the challenge we face today is to train more people, better, faster and more cost-effectively. This demands a constant effort to be ever more aggressive, more innovative and closer to our customers."*

**Press contacts:**

Alexandra Cavanna / +33 (0)1 55 00 92 15 / +33 (0)6 72 80 06 59 / [acavanna@cegos.fr](mailto:acavanna@cegos.fr)  
Mathieu Cadot / +33 (0)1 55 00 96 64 / +33 (0)6 76 05 96 17 / [mcadot@cegos.fr](mailto:mcadot@cegos.fr)

**About the Cegos Group**

Since its creation in 1926, the Cegos Group has developed into Europe's leading player and one of the world's top providers of professional and continuing training. Cegos currently employs 1,200 people and operates in over 30 countries worldwide through its subsidiaries and partner distributors. The Group generated sales of €168 million in 2012.

Its consultants' expertise covers every area of skills management and development, and enables the Group to roll out large-scale training programmes in France and worldwide.

Backed by this deep knowledge of the corporate world, Cegos trains 220,000 people around the globe every year, in open or in-house courses. The Group has a comprehensive product range ([cegos.fr](http://cegos.fr)) that extends from off-the-shelf courses to bespoke solutions. Its 'multimodal' approach draws on all of the currently-available learning formats. Alone or in partnership with universities and top educational facilities, the Group also offers 90 certificate or diploma courses.

[www.cegos.com](http://www.cegos.com)

Follow us on [Twitter](#) and [Facebook](#).