

## **Appointment of Olivier Sauser as Head of International Operations**

**Paris –21 April 2008**

**Olivier Sauser has joined Demos Group, a leading global vocational training player, as Head of International Operations. His appointment reflects Demos' international growth strategy.**



Olivier Sauser holds a master's degree in marketing and French tax law from the University of Paris-Dauphine and a dual MBA from the University of Paris-Dauphine and the University of Quebec in Montreal. He began his career in 1988 at *Logitec*, subsequently becoming associate director of Artur's Club and Mondovoyages. In 1992, he joined Diners Club France as a Senior Sales and Marketing Manager for Corporate Cards.

In 1994, he joined American Express Europe as Multinational Sales Director. He was subsequently appointed Director at the joint venture between Havas and American Express with responsibility for integrating the joint venture in the American Express network. In 1999, he moved to London, where he became a Vice-President of the European and Airline Consulting and Negotiations department and subsequently Vice-President for European Partnerships, Innovation and Development.

In 2006, he was appointed Chairman of the Management Board of B-Process, a niche player specialised in electronic invoices.

In his capacity as Head of International Operations of Demos Group, Olivier Sauser is responsible for driving international expansion, coordinating international activities and pooling expertise and resources.

### **About Group Demos**

#### **A reference player focussed on operational skills and the economics of knowledge**

Demos Group is a global player in continuing education. Based on its core business, continuing education in all its forms (actual person to person training and distance learning), Demos has developed innovative and complementary training methods such as e-learning. Other activities relevant to the economics of knowledge also enrich the Group's offer, and in particular competence-management consultancy and the distribution of educational content.

#### **An activity whose model is a success and can be duplicated outside France**

Demos is present in 16 countries and in France's major towns. The Group has successfully combined substantial organic growth with an efficient external growth policy, which now enables it to both offer its existing clients support outside France as well as to develop new local international clients. The Group's market is flourishing, its offer is diversified, its standards in terms of quality are high, it is permanently innovating and the business model is both flexible and high-performance, all of which render this Group one of the reference players in vocational training.

#### **Regular and profitable growth**

In 2007, Demos Group generated revenue of 78.3 million euros, a 34% growth compared to 2006, for an operating income of 7.4 million euros and net income group share of 3.7 million euros (after €0.8m amortisation of goodwill). Since the beginning of 2008, Demos has acquired the British group Hemsley Fraser – one of the UK leaders in vocational training, also present in the United States - the Czech Pragoeduca - one of the continuing education leaders in the Czech Republic - and the Swiss MindOnSite (MOS) - specialised in e-learning and publisher of MOS Chorus, one of the LCMS (Learning Content Management System) leaders in France and Switzerland. Demos has also signed a number of contracts for a total of 28.7 million euros over 4 years within a call for tenders launched by the European Commission to train its members.