

PRESS RELEASE

**DEMOS WINS €29m CONTRACTS WITHIN A
CALL FOR TENDERS LAUNCHED BY THE EUROPEAN COMMISSION**

Paris, 25th March 2008

Demos, one of the European leaders in continuing education, announces today the signature of several contracts for a total of 28.7 million euros, over 4 years, within the scope of a call for tenders launched by the European Commission for the training of its members.

This call for tenders was for designing, producing and implementing catalogue and tailor-made adult training programmes specifically intended for the members of the European Commission and other institutions. The call for tenders represented a total of 85.4 million euros overall, and was made up 13 different categories according to the topics covered. Demos has been selected for 3 of these categories:

- **Relational Competences (€14.3m)**
This programme aims to improve interpersonal relations, which are essential in the smooth running of the European Commission
- **Financial Management (€8m)**
Training up to financial management and internal control procedures and competences, which are crucial for an organisation that manages a 120 billion euro annual budget
- **Training for Technical Teams (€6.4m)**
Support for technical teams within their area of expertise, and improving their competences regarding user services

To offer an element of comparison, in the previous European Commission call for tenders in 2002, Demos had won several categories for a total of 12 million euros.

Jean Wemaëre, Chairman and CEO of Demos, says: *“These contracts display our ability to manage very large-scale projects and confirm our wish to become the European continuing education leader. Furthermore, as they are long-term projects, they offer us good visibility and a strong recurrence of future revenues.”*

About Group Demos

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

Group Demos is one of the European leaders in continuing education. Based on its core business, continuing education in all its forms (actual person-to-person courses or distance training), 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 15 countries and in France's major towns and cities. Indeed, the Group's external growth policy has proved itself efficient and now enables the Group to both offer its existing clients support outside France as well as develop new local international clients. The market is flourishing, the Group's offer is diversified and 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 the second French player on the adult education and training market.

Regular and profitable growth

In 2006, Group Demos generated revenue of 58.5 million euros, a 45% growth compared to 2005, for an operating income of 5.1 million euros and net income group share of 2.3 million euros. In H1 2007, revenue amounted to 36.1 million euros, for an operating income of 1.8 million euros and net income group share of 0.35 million euros.



**Demos is listed on Euronext Paris' Alternext
ISIN code: FR0010474130 – Mnemonic code: ALDMO**

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