

## 2013 CONSOLIDATED REVENUE

Paris, January 30st, 2014

Business & Decision Group, the international Consulting and Systems Integration (CSI) Company, announces consolidated revenue of €51.6 million for Q4 2013. This presents a 2.3% decrease over the comparative period of 2012, at constant exchange rates and structure.

The full year consolidated revenue for 2013 is €200,0 million with a decrease of 5.2% in comparison to full year 2012, at constant exchange rates and structure.

	Q4 2013	Q4 2012	%	2013	2012	%	2012 published
<b>Revenue</b> (in €m)	<b>51.6</b>	<b>52.8</b>	<b>-2.3%</b>	<b>200.0</b>	<b>210.9</b>	<b>-5.2%</b>	221.9

Patrick Bensabat, CEO of Business & Decision, comments: *“The year 2013 was marked by a decline in activity in specific areas, mainly in Switzerland. During the fourth quarter, the strong sales performance partially offsets difficulties and limits decline observed during last semesters. In France, it is even a revenue growth that was observed in comparison with Q4 2012.”*

### Annual revenue by geographical area

The French operations recorded revenue of €114.5m for the year, representing a decrease of 2.9% compared to 2012. Q4 2013 recorded a revenue growth of 1.2% compared to Q4 2012 in France.

International activities recorded annual revenue of €85.4m for 2013, a decrease of 8.1% compared to 2012 at constant exchange rates and structure. This decrease is strongly due to our operations in Switzerland where a large client stopped its Geneva activity.

## Annual revenue by service line

(in % of Revenue)	2013	2012
<b>BI</b>	65%	64%
<b>CRM</b>	15%	16%
<b>e-Business</b>	20%	20%

Business Intelligence represents 65% of the revenue for the 2013 financial year, a decrease in activity of 4.1% compared to 2012.

CRM represents 15% of annual revenue for the Group, a decrease of 6.6% in comparison to last year.

E-business generates up to 20% of the Group's annual revenue, experiencing a decrease of 7.8% compared to 2012.

## Perspective

The corrective actions implemented in 2013 will impact positively the coming months. 2013 ended with an increase of orders. 2014 presents all opportunities to return to expected growth levels. The Group's offerings are among the most innovative in IT: Big Data, Digital, CRM.

## Upcoming Financial Dates:

- March 25th, 2014: 2013 annual results at 5:35 pm
- March 26th, 2014: Analysts & investors meeting – 5:00 pm, Paris
- April 29th, 2014: 2014 first quarter revenue at 5:35 pm
- June 25th, 2014: Shareholders' annual General Meeting at 5:30 pm, Paris
- July 31st, 2014: 2014 first half revenue at 5 :35 pm
- August 27th, 2014: 2014 first half results at 5 :35 pm
- August 28th, 2014: Analysts & investors meeting at 5 :00 pm, Paris
- October 30st, 2014: 2014 third quarter revenue at 5 :35 pm
- January 29th, 2014: 2014 full year revenue at 5 :35 pm

## **About Business & Decision**

Business & Decision is an international Consulting and Systems Integration (CSI) company. It is a leader in Business Intelligence (BI) and Customer Relationship Management (CRM), and a major player in e-Business, Enterprise Information Management (EIM), Enterprise Solutions as well as Management Consulting. Business & Decision contributes to the success of customer projects by driving maximum business performance. The company has a reputation for functional and technological expertise and has forged partnerships with all of the key technology vendors. Located in 15 countries, Business & Decision currently employs 2500 people worldwide.

Additional information is available at [www.group.businessdecision.com](http://www.group.businessdecision.com)

## **CONTACT**

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