

### FOR IMMEDIATE RELEASE

#### CONTACTS

Thibault de Bouville +33 (0)5 61 39 78 78 tdebouville(at)access-commerce.com

### Virginie Dupin

+33 (0)5 61 39 78 78 vdupin(at)access-commerce.com

# Access Commerce Reports Net Income for 2009

## Chicago, Illinois and Toulouse, France, February 25, 2010

Access Commerce (FR0000074247), a leading provider of multichannel selling and configurator software, today announced its net income for 2009:

(€ Millions)	2009	2008
Software revenue	4.53	6.21
Services revenue	2.46	3.08
Revenue	6.99	9.29
Gross margin	6.77	8.68
Employee benefits	(5.44)	(5.78)
Current operating profit	(0.95)	0.24
Restructuration Costs	(0.20)	-
Operating profit (loss)	(1.15)	0.24
Net income from discontinued operations	0.82	-
Net income (loss)	(0.31)	0.32

(IFRS, provisional data)

### Revenue

2009 year-end was marked by a decline in revenue from license sales, reflecting a significant time lag in the conclusion of several important new contracts. This pipeline of new business still in the negotiation or finalization phases will further boost our portfolio for 2010. Revenue remained on track with budget despite a downturn attributable to increased use of integrators in the period combined with an unfavorable comparison base.

# Cameleon, a key component of the marketing and sales strategies of our customers in insurance, telecom and high-tech sectors

In a challenging economic environment, our new customers in the insurance, telecommunications and high-tech segments have prioritized the ability to reduce time-to-market performance for the launch of offerings. In this context, 2009 provided an opportunity for Agrica, Apicil, Gras Savoye or Réunica to evaluate the greater agility offered by Cameleon in accelerating the development of their products and services and their immediate delivery to sales channels. This constitutes a significant strategic advantage in response to the inevitable multiplication of products and offerings seeking to satisfy an increasingly demanding and sophisticated customer base.

### Net income and cash flow

For 2009, the company had a net loss of €0.31 million compared with net income of €0.32 million the prior year.

Access Commerce divested non-core businesses in 2009. In accordance with IFRS 5, these disposals were presented separately under a single line item, "Net income from discontinued operations" in Access Commerce's consolidated income statement. Consolidated revenue for 2009 and 2008 has consequently been restated to exclude revenue and expenses from discontinued operations and is accordingly presented above on a like-for-like basis. Net income in the period included a gain of 0,82€ from the disposal of these discontinued operations and reorganization expenses for €0.20 million incurred in the 2009 second quarter to adapt to the economic downturn.

Cash flow remained largely positive over the period (+€1.09 million) with a cash position of €4.37 at December 31, 2009. This improvement reflected notably reduced WCR following the sale of non-core businesses that required significant financial resources and proceeds from their disposal.

### Closing balance sheet at December 31, 2009

The closing balance sheet broke down as follows:

Assets in €M	2009	2008
Goodwill	2.80	2.84
Other non-current assets	1.03	1.25
Trade receivables	3.49	7.21
Other current assets	0.57	1.28
Cash and cash equivalents	4.37	3.28
Total assets	12.26	15.87
Liabilities in €M	2009	2008
Shareholders' equity	6.40	6.60
Long-term financial debt	0.48	0.81
Short-term financial debt	0.38	0.30
Trade payables	0.68	1.70
Other debt	1.97	2.95
Deferred income	2.36	3.50
Total liabilities	12.26	15.87

(IFRS, provisional data)

### **Outlook for 2010**

Jacques Soumeillan, Chairman of Access Commerce's Board of Directors commented: "Access Commerce was successful in 2009 in implementing transformative changes in response to the difficult economic climate and has laid solid foundations foundations to meet ambitious targets in 2010. The plan for the divestiture of non-core businesses has been executed under good conditions while maintaining R&D investments focusing on the Cameleon Suite. Reaping the benefits of commercial efforts launched in 2009, Group orders for licenses, SaaS and maintenance ("Software revenue") for 2010 currently total approximately €4,800,000, €200,000 higher than total software revenue for the 2009 full year. On this basis, we anticipate robust growth in the current year. Other major transformations are also underway. The commercial rollout of our Saas offering supported by reinforced sales and marketing teams in France and the US combined with a solid pipeline of orders and a healthy cash position provide reasons for confidence at the start of 2010 to meet our ambitious growth targets."

This press release may contain forward-looking statements based on current assumptions and forecasts made by Executive Management and other information currently available to the Company. Unknown risks, uncertainties and assumptions made may lead to material differences with actual Company performance. In consequence, readers of this press release should not place undue reliance on these forward-looking statements.

### **ABOUT ACCESS COMMERCE**

### Access Commerce is an international provider of Multichannel Selling and Configurator software

Cameleon from Access Commerce helps companies sell customizable products and services across every sales channel by optimizing guided selling, product configuration, pricing and quote generation processes. Combining SOA and Web 2.0, it delivers unsurpassed performance and scalability to support the needs of large, international enterprises. Companies use Cameleon to improve their business agility, a key to accelerating time-to-market, enhancing the customer experience and increasing revenues.

Cameleon is trusted by some of the world's largest businesses including Air Liquide, Eaton Corporation, Gras Savoye, Invacare, Legrand, Leroy Merlin, Pages Jaunes (Yellow Pages), Philips Electronics, Reunica, Saint-Gobain, Schneider Electric, SFR and ThyssenKrupp.

Access Commerce is headquartered in Toulouse, France and Chicago, Illinois.

For more information, visit www.access-commerce.com



Cameleon and Cameleon edge are trademarks of Access Commerce SA and may be registered in certain jurisdictions. All other product and company names mentioned are the property of their respective owners.