

Enterprise Solutions & Management consulting



# 2009 ANNUAL REVENUE OF €224.8 M, A DECREASE OF 5.6% AT CONSTANT EXCHANGE RATES

Paris, January 28th 2010,

Business & Decision Group, the international Consulting and Systems Integration (CSI) Company, announces consolidated annual revenue of €224.8 million for FY 2009. This represents a decrease of 5.6%, at constant exchange rates, with 7.2% organic. Over the final quarter, turnover was €55.3m, with a decrease of 10.26%, entirely organic.

		2009	2008	Change at constant exchange rates
<b>Annual</b> (m€)	revenue	224.8	238.2	-5.6%

Patrick Bensabat, CEO of Business & Decision, comments: "In 2009, for the first time in its history, Business & Decision has registered a decrease in activities. This decline reflects the general trend within the sector, and is the product of an economically challenging year, which incited a reduction in spending. The period has ended, however, on a positive note with the final quarter producing a clear improvement in revenue in comparison to the third quarter. This improvement, along with the Group's solid administrative and commercial structure, puts B&D in a strong position to start 2010. Our priority remains controlling our profitability, and reducing our debt."

# Revenue by geographical area

The French operation recorded revenue of €114.7m for the year, representing a decline of 6.8% from 2008. The Group's reputation in France as a leading CSI enabled it to resist a tough economic climate, and to show promising signs of improvement in activity throughout the final quarter.

International activities recorded an annual revenue of €110.1m, a decline of 4.4% at constant exchange rates, and of which 7.8% at market rates. The lowest point was reached during the third quarter. As with the French operation, the final quarter demonstrates a recovery for the international subsidiaries.

# Revenue by service line

Business Intelligence represented 65.3% of revenue for the 2009 financial year, with a decrease in activity of 2.3% from 2008.

CRM recorded 18.4% of annual revenue for the Group, a reduction of 23.5% on the previous year's activities due in the main to project cancellations.

E-business generated 16.3% of the Group's annual revenue, a decrease of 6.4% on the previous financial exercise.

## **Upcoming Financial Dates:**

March 31st 2010	Publication of 2009 annual results at 5 :35 PM
April 29th 2010	Publication of 2010 first quarter turnover at 5 :35 PM
June 24th 2010	Shareholders Annual General Meeting 2009 (17 :30 PM) (« Le Club », 153 rue de Courcelles, Paris 17e)
July 29th 2010	Publication of 2010 first half turnover at 5 :35 PM
August 31st 2010	Publication of 2010 first half results at 17 :35 PM
October 28th 2010	Publication of 2010 third quarter turnover at 5 :35 PM
January 31st 2011	Publication of 2010 full year turnover 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 19 countries, Business & Decision currently employs 2700 people worldwide.

Additional information is available at www.businessdecision.com

## **PRESS CONTACT**

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