

Business & Decision exceed their objectives for the annual turnover with a 56% growth

Paris, January 30 2007: Business & Decision, the international consulting and systems integration company, specializing in Business Intelligence, Customer Relationship Management and E-Business, announce for 2006 a consolidated turnover of €142.6 million, a 56% increase on the 2005 comparative period. The Group has experienced an organic growth of 29% during this term.

Patrick Bensabat, CEO of Business & Decision, comments: *"I am proud to note that the Business & Decision teams have once again delivered a remarkable performance. 2006 has been solid and has seen a continuous and profitable turnover growth. Our wish to build an international Group is validated by the new distribution of turnover between countries. We are capitalizing on our position as leaders in Business Intelligence and in CRM while building a value added market standing for the short-term in e-business. The building up of new strong added-value offers remains a priority in 2007."*

Since 2004, the Group's position on its expertise and its international development has enabled them to multiply the turnover by more than 2.2. During the last three years (2004-2006), Business & Decision has built an organization adapted to hyper growth, it has validated its capacity to duplicate its model internationally (growth multiplied by 3.8) and it has acquired positions of leadership on the core businesses.

International growth multiplied by 3.8 over the 2004-2006 period

2006 saw a turning point in the development of the international Group. From a majority presence in Europe, the Group now has locations across four continents: North America, Europe, Africa and Asia. These multiple locations enable the Group to compete for international tenders.

Business & Decision has acquired **38% of its turnover internationally** in 2006 (**114% growth** against 2005).

2006 has seen three major international acquisitions (Mi Services, SyBOR, Cognitis Ibérica) which have generated 20.9 million euros of turnover to take into account for the 2006 period.

In February, Business & Decision carried out the acquisition of the consulting and engineering company **Cognitis Ibérica** in Spain, (2.5 million euro turnover in 2005).

In March, Business & Decision reinforced their presence in Great Britain and the United States with the acquisition of **Mi Services** (20.24 million euro turnover in 2005).

In October, Business & Decision acquired **SyBOR**, a consulting services company based in Switzerland (5.6 million euro turnover in 2005).

Global Group activity performance

Business & Decision retains its leadership status in core activities.

Business Intelligence, the Group's cornerstone activity has generated **58% of the 2006 turnover**, which is a **39% growth** on the preceding year.

Moreover, **CRM** activity represents **+67% of the Group's turnover**, which amounts to **18%** of the 2006 turnover.

The Group's **e-Business activity** represents **16% of the annual turnover**, accounting for an **80% growth** in relation to 2005.

The "Enterprise Solutions" offer represents **8% of the turnover**, which is a **growth of 191%** against the 2005 term.

The Group's excellent performance and solid growth are primarily due to the following factors:

- a strong duplication of the Business & Decision model internationally,
- the development of enterprise solutions,
- a constant progression of signatures,
- the renewal of important contracts for 2007,
- the securing of new references in Europe and North America,
- the signing of several multi-year contracts exceeding 3 million euros,
- the reinforcement of strategic partnerships.

Development of creation of Value

For 2007, Business & Decision sets a turnover objective of **180 million euros** pro forma outside acquisitions. In order to meet this objective, Business & Decision is continuing to foster organic growth in order to reach **2,300 employees worldwide**.

Business & Decision are going to continue to pursue external growth internationally in 2007.

Patrick Bensabat concludes: "*For the years 2007 to 2009, Business & Decision has the objective to homogenize its offers in France and internationally, and develop the creation of Value across its vertical offers, enterprise solutions and to acquire e-Business leadership in Europe.*"

Forthcoming financial events:

January 30 2007	Publication of 2006 Turnover at 5:30 PM
March 28 2007	Publication of 2006 Annual Results at 5:30 PM
March 28 2007	Analysts & Investors Meeting – following publication of the 2006 Annual Results at 5:30 PM ("Le Club", 153 rue de Courcelles, Paris 17 ^e)
April 30 2007	Publication of 2007 First-Quarter Turnover at 5:30 PM
June 26 2007	Annual General Meeting of Shareholders (2006) at 5:30 PM
July 31 2007	Publication of 2007 Second-Quarter Turnover at 5:30 PM
September 26 2007	Publication of 2007 Half-Year Results at 5:30 PM
September 26 2007	Analysts & Investors Meeting – post-publication of 2007 Half-Year Results at 5:30 PM ("Le Club", 153 rue de Courcelles, Paris 17 ^e)
October 30 2007	Publication of 2007 Third-Quarter Turnover at 5:30 PM
January 30 2008	Publication of 2007 Turnover at 5:30 PM

About Business & Decision

Founded in 1992, Business & Decision is an international engineering and consulting firm specializing in Business Intelligence, Customer Relationship Management (CRM) and E-Business. The Group works with clients to facilitate system implementation to assist business performance management (dashboards, reporting, consolidation etc.); customer relationship management (sales force automation, call centers, campaign management, analytical CRM); and E-Business (intranet and extranet portals, directories and Meta directories, e-commerce, knowledge management, Open source technologies...).

Business & Decision has been listed on the Euronext Paris since 6 February 2001 (compartment C / Isin code: FR 00000 7895 8 / mnémonique: BND). Business & Decision is also in the NextEconomy segment as well as being listed in the IT-Cac (technology market).

With more than 1,800 employees (in Europe and North America), Business & Decision has developed a 'complete project approach' that ranges from consultation to implementation. The Group has a reputation for its functional and technological expertise and has forged partnerships with the key technology vendors. Today Business & Decision has more than 1,200 clients. For more information visit: www.businessdecision.com & www.businessdecision.fr

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