

Business & Decision's results for 2006 Demonstrate Outstanding Performance:

**Increase in turnover of 56%,  
Operating Profit rises to 83%  
Net Profit increases by 80%**

**Paris, 28 March 2007** : Business & Decision, the international consulting and systems integration company, specializing in Business Intelligence, Customer Relationship Management and E-Business, today announced for the 2006 financial year (1 January to 31 December 2006) a growth in **operating profit of 83%** which equates to **€13.2 million (9.2%** of turnover) compared to 2005.

€m	2005	2006	%
<b>Turnover</b>	91.2	142.8	<b>56%</b>
<b>Operating Profit</b>	7.2	13.2	<b>83%</b>
<b>Net Profit</b>	5.1	9.2	<b>80%</b>

For 2006, the net profit increased by 80% to €9.2 million (which equates to 6.4% of turnover). For 2006, Business & Decision recorded a consolidated turnover of €142.8 million; a growth of 56% compared to the previous year, 29% of this was organic.

**Patrick Bensabat, CEO of Business & Decision** commented “2006 has been an outstanding year for Business & Decision, underlined by strong international expansion and reinforced leadership in our core areas of expertise. This performance illustrates the relevance of our positioning in the markets and enables the Group to start 2007 with confidence. The future of Business & Decision will be built on a solid foundation with powerful expertise. Our vision and the skill of our teams will enable us to improve the Group's performance and increase our levels of added value.”

## 2006 Highlights

- Significant growth in the performance of the Group (total turnover increased by 56%);
- Sustained organic growth within France (75.5%) and outside of France (24.5%), outperforming the market;
- Strengthening of the Group's presence within the UK and the USA as a result of the acquisition of Mi Services in March 2006;
- Achievement of critical mass in Spain thanks to the acquisition of **Cognitis Ibérica**, a subsidiary of the French Group Cognitis;
- Development of targeted vertical “Enterprise Solutions” ;
- Consolidation of the Group's position in Switzerland:
  - Business & Decision increased its share in Integrated Solutions, the Genève-based company specializing in Business Performance Management and Integration Systems, to 65% ;
  - Acquisition of SyBOR, the consultancy and engineering company in Bern that specialises in the integration of SAP applications.

## Strengthening of Strategic Partnerships :

- Business & Decision announced the signing of a partnership agreement between its subsidiary Infineo and **Palladium Group, Inc.**, the world's leading authority on strategy execution. The new affiliate joins 12 active members in the Palladium Group's international network of “strategy execution”;

- The Business & Decision Group became a Microsoft “**Gold Partner**”, with strong synergies in the UK, Spain and France;
- The “**Platinum Award**” for the best **Cognos** reseller of 2006 was awarded to Business & Decision;
- Business & Decision was awarded first place in the **Oracle** PartnerNetwork (OPN) **Innovation Awards**, in recognition of its development of an industry leading compliance solution for the Life Sciences sector;
- Business & Decision is a **SAS “Gold Partner”** in Europe;
- Business & Decision acquired “**Platinum**” partnership status with **Hyperion** and is also the **first integration partner** in Europe;
- Business & Decision, a privileged **Novell** partner and received the “Channel Award” for identity access management.

### **Awards Allocated to the Group:**

- In the publication “baromètre Decideo 2007”, that selects the most visible CSI and integrators in the French Business Intelligence market, Business & Decision received a “**Decideo d’Or**” for the third consecutive year in the “integrators” category;
- Business & Decision has been ranked amongst the fastest growing European companies in Europe for 2006 for the third consecutive year. The 2006 annual “**Europe’s 500**” recognized European companies for their employment opportunities and turnover during the 2002-2005 period;
- Business & Decision was nominated “**Grand Prix de l’Entrepreneur 2006**”, and was selected to feature in the top 100 high performing companies in France;
- From a panel of more than 6,000 companies analysed in RSM International’s “**EuroGems**” rankings, Business & Decision was ranked as the 2<sup>nd</sup> French company and the 11<sup>th</sup> European company. Additionally, Business & Decision was the only company in the top 20 from the “Computing” category;
- Certification of the **Business & Decision Interactive Eolas** website, an affiliate of the Business & Decision Group, with a “gold label” for accessibility ;

### **2006 Confirmed Expansion in the Group’s Core Activities**

The depth of expertise in the Group’s activities derives from its positioning as a multi-specialist in its four key areas of expertise (BI, CRM, e-Business and Enterprise Solutions).

With a growth of more than **39%**, Business Intelligence generated **58% of the turnover for 2006**, principally by organic growth.

**CRM** activity recorded strong growth of **+67%** and represented **18% of the turnover for 2006**. This growth confirms the unique position of Business & Decision as leader in the French CRM market.

The Group’s strongest growth (**+80%**) was recorded by the e-Business area of expertise, which represented **16% of the turnover for 2006**, mainly due to acquisitions.

Business & Decision’s new offering “Entreprise Solutions” represented **8% of the turnover, a growth of 191%** in comparison to 2005.

## 2007 Objectives

The successes in 2006 confirm that the Group's offering meets the market's requirements. This will enable Business & Decision to maintain its objectives of strong growth in its turnover and its operational profit during 2007.

For 2007, the Business & Decision Group has set itself a turnover objective of **€183 million** pro forma.

## 2007 will see the Group grow to more than 2,000 employees

At the close of 2006, the Business & Decision Group accounted for more than 1,800 employees throughout Europe, North America and Asia.

The Group's remarkable growth and positioning in its markets prompts an ambitious recruitment plan with the objective to employ 600 new staff during 2007. Recruitment, as part of the strategic development for the Group, will enable a strong sustained organic growth for Business & Decision in the year to come.

### **Forthcoming financial events:**

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

### **About Business & Decision**

Founded in 1992, Business & Decision is an international engineering and consulting firm specialising in Business Intelligence, Customer Relationship Management (CRM) and E-Business. The Group works with clients to facilitate system implementations that 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, etc.).

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

With more than 1,800 employees worldwide, 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 all of the key technology vendors. Today Business & Decision has more than 1,200 clients.

For more information visit: [www.businessdecision.com](http://www.businessdecision.com).

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