

# First quarter turnover grows by 47% with a 30% organic growth. Global headcount exceeds 2,000 employees.

**Paris, 30 April 2007:** Business & Decision, the international consulting and systems integration company (CSI), specializing in Business Intelligence, Customer Relationship Management and E-Business, today announced for the first quarter of 2007 (I<sup>st</sup> January − 3I<sup>st</sup> March) turnover of **€45.5 million**, which represents a growth of **47%** against the comparative period for 2006.

	2006	2007	Change%
QI (€m)	€30.8	€45.5	+47%

**Patrick Bensabat, Chairman of Business & Decision**, commented: "The results for the first quarter of 2007 demonstrate that the Group has met its double-figured growth objectives whilst increasing profitability. These figures reflect the potential of the Group to achieve organic growth. Additionally, the quality of Business & Decision's partnerships and expertise will enable the Group to continue its growth."

# An encouraging first quarter

The most outstanding growth came from the Group's activities outside of France. Business & Decision achieved 124% growth from its activities outside of France for the first quarter with exceptional growth in North America (+74%), Switzerland (+82%) and Benelux (+39%).

This performance is above the growth of the software and services market which is estimated between 6% and 8% for 2007 by the *IT Syntec* (the professional association which monitors companies such as CSI and software vendors).

As part of this continuous growth strategy, the Group is considering several external growth opportunities. Business & Decision is targeting acquisitions which offer complementary service offerings and strategic geographic growth.

### First quarter highlights

The Group has benefited from a strong organic growth for the first quarter of 30%.

Business & Decision benefits from its enterprise client base and the high level of recurring contracts currently running at over several million Euros.

In Switzerland, the Group continued to consolidate its activities and increased its shareholding in the Swiss IT Services company **Integrated Solutions** to 65%.

The **Nieuwbourg Group**, a leading IT analyst company, has confirmed Business & Decision's position as a leading consulting services company and in view of its unique position has awarded the Group first place in the integrator ranking.

The Group's core activities in the first quarter



The Group has continued to specialize in its three core activities.

As one of the main players in the Business Intelligence field in Europe, **Business & Decision achieved +38%** growth which represents 62% of the turnover for first quarter.

**CRM** activity achieved growth of +32% which represents 15% of the first quarter turnover.

**e-Business** for the first quarter of 2007 continued its growth at a rate of **+26**% and represents **14**% **of the Group's global turnover**.

#### Business & Decision exceeds 2,000 employees

At the end of the first quarter, staff numbers at Business & Decision exceeded **2,000** worldwide (EMEA, Asia and North America).

A recruiting plan has been launched in order to recruit **500 new consultants** for the coming 12 months in order to maintain the Group's outstanding growth.

# Forthcoming financial events:

26 June 2007Annual General Meeting of Shareholders (2006) at 5:30 PM31 July 2007Publication of 2007 Second-Quarter Turnover at 5:30 PM

**26 September 2007** Publication of 2007 Half-Year Results at 5:30 PM

26 September 2007 Analysts & Investors Meeting – post-publication of 2007 Half-Year Results at 5:30 PM

("Le Club", 153 rue de Courcelles, Paris 17e)

**30 October 2007** Publication of 2007 Third-Quarter Turnover at 5:30 PM

30 January 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 / Symbol: BND). Business & Decision is also listed in the NextEconomy segment as well as the IT-Cac (technology market).

With more than 2,000 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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