



## 9.6% REVENUE GROWTH TO €63.7 MILLION FOR Q1 2011

Paris, France, April 28th 2011

Business & Decision Group, the international Consulting and Systems Integration (CSI) Company, announces consolidated revenue of €63.7 million for Q1 2011. This represents increase of 9.6% over the comparative period for 2010 - 8.6% at constant exchange rates. There has been a significant 12.5% growth at the international level (regions outside France), at constant exchange rates.

<i>(in € m)</i>	Q1 2011	Q1 2010	<i>Var.</i>
Revenue	63.7	58,2	9,6%

Patrick Bensabat, Chief Executive Officer at Business & Decision, comments: *"The 2011 first quarter figures follow the trends of successive quarters in 2010 with continued development in France as well as in our international locations. This confirms our unique market position in our domains of expertise."*

### Revenue by geographical area

Business & Decision recorded revenue of €32.0m for the first quarter in France, representing an increase of 5.6% in comparison to the same period in 2010.

International activities recorded revenue of €31.7m, a growth of 13.9% compared to the comparative quarter last year. At constant exchange rates, the revenue growth of 12.5% shows the good sales performances in a number of countries, especially in the UK (32.8%), Switzerland (22.9 %) and US (17.8%).

## Revenue by service line

<i>(% of revenue)</i>	<b>Q1 2011</b>	<b>Q1 2010</b>
<b>BI</b>	65 %	66 %
<b>CRM</b>	17 %	18 %
<b>e-Business</b>	18 %	17 %

Business Intelligence recorded revenues of €41.5m and grew by 9.0% compared to Q1 2010.

CRM achieved revenues of €10.8m, a growth of 5.0%.

E-business attained revenues of €11.3m, a significant 16.6% growth compared to the same period last year.

## Outlook

The performance of the Group for the first quarter confirms the positive trends expected for the year 2011. The perspectives of continuing development reinforces the Group strategic objectives and its actions including an aggressive recruitment plan and development and deployment of new service offerings. The Group will continue to apply strong control over costs and management of margins to ensure profitable growth throughout 2011.

## Upcoming Financial Dates:

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June 23- 2011:	Shareholders Annual General Meeting (Paris, 5:35 pm)
July 27- 2011:	Publication of 2011 first half turnover at 5:35 pm
August 31- 2011:	Publication of 2011 first half results at 17 :35 pm
August 31- 2011:	Analysts and investors meeting- following the publication of 2011 first half results at 5:35 pm
October 27- 2011:	Publication of 2011 third quarter turnover at 5:35 pm
January 31- 2012:	Publication of 2011 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 over 2800 people worldwide.

Additional information is available at [www.businessdecision.com](http://www.businessdecision.com)

## **CONTACT**

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### **Investor Relations**

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