

## 2011 CONSOLIDATED REVENUE GREW 5.2%

Paris, January 31<sup>st</sup>, 2012

Business & Decision Group, the international Consulting and Systems Integration (CSI) Company, announces a consolidated revenue of €249.0 million for 2011 fiscal year. This represents a 5.0% growth over the comparative period in 2010, and a 5.2% growth at constant exchange rates.

The Q4 consolidated revenue for the Group was €63.6 million with a growth of 1.9% in comparison to Q4 2010.

	<b>Q4 2011</b>	<b>Q4 2010</b>	<b>%</b>	<b>FY 2011</b>	<b>FY 2010</b>	<b>%</b>
<b>Revenue (in M€)</b>	<b>63.6</b>	<b>6.4</b>	<b>1.9%</b>	<b>249.0</b>	<b>224.3</b>	<b>5.7 %</b>

Patrick Bensabat, CEO of Business & Decision, comments: *"In 2011, we achieved our targets: reinforcement of our position in France and development of our activities at the international level, especially in the US. Our strategy of specialization is in line with the market growing demand and our success is based on our reputation of international specialist in our selected expertise domains."*

### Annual revenue by geographical area

The French operations recorded a revenue of €120.3m for the year, representing a growth of 0.1% compared to 2010.

International activities recorded an annual revenue of €128.1m, a significant growth of 10.1% compared to 2010.

#### **Annual revenue by service line**

(in % of Revenue)	<b>2011</b>	<b>2010</b>
<b>BI</b>	65%	65%
<b>CRM</b>	17%	17%
<b>e-Business</b>	18%	18%

Business Intelligence represents 65% of the revenue for the 2011 financial year, an increase in activity of 4.8% compared to 2010.

CRM represents 17% of annual revenue for the Group, a growth of 3.5% in comparison to last year.

E-business generates 18% of the Group's annual revenue, experiencing a growth of 7.3% compared to 2010.

#### **Perspective**

2011 experienced growth in the Group's international activities and stability in France. Business & Decision continues its development in its historical areas of expertise where favourable perspective of growing demand is expected.

## **Upcoming Financial Dates:**

March 29th, 2012:	2011 annual results at 5:35 pm
March 29th, 2012:	Analysts & investors meeting – 5:35 pm, Paris
April 30th, 2012:	2012 first quarter revenue at 5:35 pm
June 26th, 2012:	Shareholders annual General Meeting at 5:30 pm, Paris
July 31st, 2012:	2012 first half revenue at 5:35 pm
August 30th, 2012:	2012 first half results at 5:35 pm
August 30th, 2012:	Analysts & investors meeting at 5:35 pm, Paris
October 30th, 2012:	2012 third quarter revenue at 5:35 pm
January 31st, 2013:	2012 full year revenue 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 2800 people worldwide.

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

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