

## STABLE Q1 2012 CONSOLIDATED REVENUE

Paris, April 30th, 2012

Business & Decision Group, the international Consulting and Systems Integration (CSI) Company, announces consolidated revenue of €60.8 million for the first quarter 2012. This represents a decrease of 1.4% at constant structure, accounting methods and exchange rates.

<i>(in M€)</i>	Q1 2012	Q1 2011 pro forma	<i>Var.</i>	Q1 2011
Revenue	60.8	61.6	-1.4%	63.7

Patrick Bensabat, CEO of Business & Decision, comments: *"The first quarter of 2012 was marked by difficulties in the banking and automotive industry sectors. Moreover, the Swiss franc is at a high level and penalizes accordingly our business in this country. In terms of actions, we strengthened our governance and management, adapted and expanded our partnerships, and intensified monitoring of our operations to be even more responsive"*

### Annual revenue by geographical area

The French operations recorded revenue of €31.4m for the year, representing a decrease of 1.4% compared to Q1 2011.

International activities recorded annual revenue of €29.7m, a decrease of 1.5% at constant scope, accounting methods and exchange rates.

The main British subsidiary was sold with effect from 29 February 2012. The comparative figures for 2011 take into account the revenue of the first two months of the sold subsidiary, constant exchange rates and accounting methods. The revenue of the disposed business is € 4.2 million for the first two months of 2012.

### Annual revenue by service line

(in % of Revenue)	Q1 2012	Q1 2011
<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 Q1 2011 and presents a decrease in activity of 2.1% compared to Q1 2011.

CRM represents 17% of Group's revenue with a growth of 2.8% in comparison to last year.

E-business generates 18% of the Group's Q1 revenue, experiencing a decrease of 2.8% compared to Q1 2011.

### Outlook

The performance of the first quarter of 2012 reflects the current economic climate. For the year, the Group has adequate financial resources to conduct its expansion of offerings strategy and thereby increase the resistance of its activities to cyclical effects in all its host countries.

The Group has the financial resources to address the rest of the year with confidence.

## **Upcoming Financial Dates:**

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)

## **CONTACT**

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