

## **ERRATUM - REPLACES PREVIOUSLY PUBLISHED INFORMATION: ANNUAL GROWTH OF +20.03% AT CONSTANT EXCHANGE RATES**

Paris, France, February 2nd 2009,

Business & Decision Group, the international Consulting and Systems Integration (CSI) Company, announces consolidated annual revenue of €238.2 million for FY 2008. This represents 20.03% growth, at constant exchange rates, over the comparative period for 2007 with 8.6% organic growth.

	2008	2007	Growth at constant exchange rates
Annual revenue (m€)	238.2	202.3	+20.03%

Patrick Bensabat, CEO of Business & Decision, comments: «2008 was a transition period for the Group which ended in a difficult economic environment. Predicted economic and financial uncertainties have resulted in our customers looking to rationalise their IT systems. Right Delivery® is an example of a unique solution from Business & Decision which provides specialist skills in BI, CRM, EIM, e-Business and Enterprise Solutions whilst assisting clients with rationalisation. The end of 2008 and the start of 2009 mark a change in focus for our Group strategy with objectives clearly oriented towards profitability and optimising our organisation, an approach adopted to meet economic uncertainties. »

### **Revenue by geographical area**

The French operation recorded revenue of €123m for the year, representing growth of 14.5%, of which 11.8% was organic. This result outperforms the market

demonstrating Business & Decision's position as an acknowledged leader in its service lines.

International activities recorded revenue of €115.2m, a growth of 26.6% compared to 2007, at constant exchange rates, of which 4.9% is organic.

### **Revenue by service line**

With 20% annual growth, Business Intelligence generated 62.9% of revenue for the 2008 financial year.

CRM recorded 14.7% growth which represented 22.6% of annual revenue.

E-business experienced 14.5% growth and represented 14.4% of the revenue for the 2008 financial year.

### **2008 Highlights**

- Sustained organic growth for the Group (+13.2%), outperforming the market;
- Notable strengthening of the International activities which now represent 49.2% of the Group revenue despite adverse exchange rates;
- International recognitions such as Gartner for the BI and CRM practices, which validate Business & Decision's position as a leading player in its historic service lines.
- The selling of Business & Decision's shareholding in Infineo to Deloitte in July 2008 which increases the scope for a strategic partnership with this organisation and to expand existing initiatives relating to 'customer experience co-creation' and 'Digital Marketing'.
- A net rise of 300 people in global headcount during the year reflecting a cautious slowdown in recruitment in the second half of the year.

## **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 also a major player in e-Business and Enterprise Information Management (EIM) contributing 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 20 countries, Business & Decision currently employs more than 2800 people worldwide. Additional information is available at [www.businessdecision.com](http://www.businessdecision.com).

## **PRESS CONTACT**

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