

STABILITY OF REVENUE FOR THE FIRST 9 MONTHS OF 2017

Paris, 31 October 2017

Business & Decision, an international Consulting and Systems Integration company, announces consolidated revenue of €155.8m for the first 9 months of 2017, representing a slight increase of 0.1% compared to the same period in 2016, at constant exchange rates and structure.

For the third quarter of 2017, revenue is €47.1m, presenting a decrease of 3.4% in comparison to the third quarter of 2016, at constant exchange rates and structure.

(in € m)	Q3 2017	Q3 2016 published	Q3 2016 Restated (*)	Var. (*)	9 months 2017	9 mois 2016 published	9 mois 2016 Restated (*)	Var. (*)
Revenue	47,1	53.6	48.8	-3.4%	155.8	170,5	155.6	0.1%

(*)at constant exchange rates and structure

Revenue by geographical area

In France, Business & Decision achieved revenue of € 104.9m for the first nine months of the year with a growth of 3.3% compared to the same period in 2016. For the third quarter of 2017, revenue amounted €31.2m, growing 0.9% compared to the third quarter of 2016. The regions in France continued their progression in the trend observed throughout the previous quarters.

For international operations, revenue for the first nine months of 2017 amounted to € 50.9m, decreasing by 5.9% compared to the first nine months of 2016, at constant exchange rates and structure. The third quarter, with a revenue of €15.9m, represents a decrease of 10.8% compared to the third quarter of 2016, at constant exchange rates and structure. Despite good performance in the Benelux and in Switzerland, the Group's international revenue declined due to in the United States for the deployment of the Mi-Case project.

On a current scope and structure, the decrease in overall international revenue results also from the sale of the MS and ERP activities in the United States in 2016, as well as in the reclassification of the UK subsidiary as a discontinued operation. This subsidiary was sold during the first half of 2017.

Jean-Louis Didier, Chairman & CEO of Business & Decision, comments: *“The third quarter of 2017 is marked by the growth of already successful areas of activity. However, local difficulties, particularly in the United States, had a significant impact on the overall growth of the group. Specific actions have been deployed to remedy this.”*

Outlook

2017 is a turning point for Business & Decision. The signing of the agreement to sell to the majority shareholder's shares, which took place on October 26, 2017, should lead to the effective sale of 63.98% of the capital to Orange, early 2018. Operational teams continue to be involved in delivering service to the customers to ensure the continued development of the company.

Upcoming Financial Dates

January 31st, 2018: 2016 full year revenue at 5:35 pm

About Business & Decision

Business & Decision (BND / Euronext C / FR0000078958), an international Consulting and Systems Integration company, is a leader in Business Intelligence (BI) and CRM, and a major player in e-Business. We leverage a unique combination of technical, functional and industry specialization, as well as partnerships with all of the key software vendors, to deliver maximum-value projects and help clients break through barriers to innovation such as Big Data and digital businesses. Business & Decision operates in 12 countries and employs over 2,500 people in France and worldwide.

More information: www.group.businessdecision.com

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