

REVENUE GROWTH FOR 2016: 6.0%

Paris, 31 January 2017

Business & Decision Group, the international Consulting and Systems Integration Company, announces consolidated revenue of €227.6 million for 2016 fiscal year, ended December 31st presenting a growth of 1.5%. Growth rate at comparable structure and constant exchange rates is 6.0%.

(in €m)	2016 (1)	2015	Growth	Organic growth
Revenue	227.6	224.2	1.5%	6.0%

(1) non audited figures

Christophe Dumoulin, Chairman & CEO of Business & Decision, comments: “*Our strategic directions are reinforced by a dynamic market. The transition program, which began in the first half of 2016, continued during the second half of the year with the refocusing of businesses and activities and the implementation of the new governance, both in France and in subsidiaries over the world. During this year of transition, the group reached a satisfactory level of growth.*”

Annual revenue by geographical area

French operations recorded revenue of €137.6m for the year, representing a growth of 4.6% compared to 2015. The slight decrease in a few operations in Ile-de-France was more than offset by the performance of operating entities in the regions.

International activities recorded annual revenue of €90.0m for 2016, presenting a decrease of 3.0% compared to 2015, following the sale of two businesses in the United States. Excluding the disposals and at constant exchange rates, revenue growth for international operations is 8.1%.

Business in the UK, after its successful launch in 2015, continues its strong growth in the domestic market.

In the United States, the sale of the two non-strategic activities was completed and reorganization of operations, in the second half of 2016, will continue in the first half of 2017.

In both French-speaking Switzerland and German-speaking Switzerland, new contracts ensure a significant increase in activity. The Benelux area is also benefiting from an important development, based on innovative offerings in the fields of Digital.

Outlook

The year 2016 ended with the levels of growth expected thanks to the development of the Group's flagship activities in the fields of Data and Digital. The actions undertaken throughout this transition year have weighed on the margins for 2016. The 2016-2019 strategic plan, drawn up in 2016, will continue to be deployed in 2017 and should enable the group to reach profitability gradually.

Upcoming dates

31 January 2017:	2016 full year revenue at 5:35 pm
28 March 2017:	2016 annual results at 5:35 pm
30 March 2017:	Analysts & investors meeting at 11:30 am, Paris
27 April 2017:	2017 first quarter revenue at 5:35 pm
28 June 2017:	Shareholders' annual General Meeting at 5:30 pm, Paris
31 July 2017:	2017 first half revenue at 5:35 pm
31 August 2017:	2017 first half results at 5:35 pm
4 September 2017:	Analysts & investors meeting at 5:30 pm, Paris
31 October 2017:	2017 third quarter revenue at 5:35 pm
31 January 2018:	2017 full year revenue at 5:35 pm

About Business & Decision

Business & Decision, an international Consulting and Systems Integration (CSI) 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 transformation. Business & Decision operates in 12 countries and employs over 2,500 people in France and worldwide.

To learn more: www.group.businessdecision.com

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