

## 2017 FIRST HALF REVENUE

- **ORGANIC CONSOLIDATED REVENUE GROWTH: 1.7%**
- **FRENCH OPERATIONS GROWTH: 4.4%**

Paris, 31 July 2017

Business & Decision Group, the international Consulting and Systems Integration Company, announces consolidated revenue of €108.6m for the first half of 2017. This presents a 1.7% growth over the comparative period of 2016, at constant exchange rates and scope of consolidation.

(in €m)	H1 2017	H1 2016 (constant exchange rates and scope)	Var.	S1 2016 Publié	Var.
Revenue	108.6	106.8	<b>1.7%</b>	117.0	-7.1%
<i>including France</i>	73.6	70.6	<b>4.4%</b>	-	-

The decrease recorded for the first half of 2017, on a current scope basis, is due to the sale of ERP and Managed Services activities in the United States (\$8.3 million) in 2016 and to the reclassification, as discontinued operation, of the UK subsidiary specialized in financial services (€2.2 million) as of June 30, 2017. Business & Decision signed an agreement to sell its shares in this subsidiary.

Christophe Dumoulin, Chairman & CEO of Business & Decision, comments: “*During the first half of 2017, we continued our significant efforts to restructure and refocus our activities, which began in 2016:*

- *The process of transformation and restructuring deployed to date is the most important since the group was created and will have its effects as early as 2017.*

- *The improvement in profitability in France, in particular, is noticeable in the first half of 2017. The plan for significant reductions in structural costs is in progress with impact on fiscal years 2017, 2018 and 2019.*

- *The refocusing policy led to the divestiture of two activities in the United States (2016) and the UK subsidiary (2017).*

*We also benefit from the renewed confidence of our major customers with a high rate of renewal of contracts.”*

## **Revenue by geographical area**

The French operations recorded H1 revenue of €73.6m representing a growth of 4.4% compared to H1 2016. Revenue continued to grow significantly in the regions in France, while it remained stable in Paris area.

International operations amounted revenue of €35.0 million. At constant exchange rates and consolidation scope, revenue decreased 3.6%. The activities in Belgium and Switzerland experienced significant growth while Life Sciences and US operational difficulties impacted revenues.

## **Outlook**

2017 is expected to be broadly characterized by the pursuit of the growth objectives set out in the 2019 Strategic Plan.

The proposed sale of the majority shareholder block of Business & Decision is underway and is expected to continue in the second half of 2017.

### **Upcoming Financial Dates**

31 August 2017:	2017 first half results at 5:35 pm
4 September 2017:	Analysts & investors meeting
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 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.

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

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