

## **Sustained growth of 18% compared to 2007**

### ***2008 Turnover: 92.5 million euros***

Micropole-Univers, a European consultancy and services company specializing in the fields of Business Intelligence, E-Business, CRM and ERP, made a turnover of 25.8 million euros in the last quarter of 2008, an increase of 7% compared to the same period in 2007. Consolidated annual turnover for 2008 was 92.5 million euros, in increase of 18% compared to 2007, and far greater than the market average. Annual organic growth was 16%.

2008 was characterized by strong development in all sectors of the group and **E-Business** in particular, notably for **E-commerce** and **MDM** (Master Data Management). The year also confirmed the pertinence of the new offers and technical solutions launched by Micropole-Univers in 2007: **ERP**, **Life Sciences** and **AFS** (Accounting and Financial Services) teams.

**Business Intelligence** (50% of turnover) attained 15% growth; once again well above the market average. The **Training** business continued to develop, with 19% growth compared to 2007, and the business unit in **Switzerland** progressed by 12.4% (exchange-rate factor excluded). In all, 22% of Micropole-Univers's turnover was achieved abroad.

The outlook for 2009 is obviously more difficult to predict, but Micropole-Univers is confident that its business will continue to grow, thanks to a number of strong points:

- the quality of its positioning as 'specialist expert' in providing solutions to different business sectors;
- its leading positioning as a provider of high added-value solutions, in particular with regard to BI and E-commerce;
- a client portfolio that is evenly spread over several business sectors, both in France and abroad;
- a solid financial base that will enable the company to face up to the uncertain current economic situation with no mid or long-term debts.

*"Even if we have exceeded our 2008 goals in terms of growth and turnover, we remain highly vigilant and cautious, faced with the uncertainties of the coming year. Having said that, in the current climate, companies are highly aware of the powerful leverage offered by information systems in terms of re-deploying sales channels, steering their business activity and improving margins.*

*Our objective is therefore, to continue to be flexible, reactive, and especially innovative, in order to continue offering services and solutions that enable our prospects and clients to meet the challenges of the current economic crisis."* Christian Poyau, CEO of Micropole-Univers.

#### **About Micropole Univers – [www.micropole-univers.com](http://www.micropole-univers.com)**

*Micropole-Univers is a European consultancy and services company specializing in the fields of Business Intelligence, E-Business, CRM and ERP. The group supports customers through each project phase, from initial consulting to complete implementation of solutions and training. Leader in its field in France and Switzerland, the group is a partner to the leading software vendors. Micropole-Univers employs over 1,000 people and serves some 800 customers, 80% of which are among France's 40 most significant values (the CAC 40). The group is listed on the Eurolist market in Euronext Paris compartment C and is a member of the Next Economy segment. Code ISIN: FR0000077570.*

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