



The BVRP Group overachieves its objectives and posts the best performance in its history

Operating result IFRS: +€6.7M (+75%)

Net Result IFRS: +€5.3M (+207%)

An ambitious strategy for 2005

Levallois-Perret, France - March 21, 2005

In 2004, the year of its 20th anniversary, the BVRP Group posted the best performance in its history. Consolidated turnover posted a growth of 17%, while the **operating income** greatly exceeds the objectives announced a year ago, with an advance of 75%, to **€6.9M, or 12.1%** of turnover. The net result per share tripled over 2003 to reach €0.65 (vs. €0.22 in 2003).

Consolidated data: 99-02 standards

In thousands of €uro	Financial year 2004	Financial year 2003	Variation 2004/2003	Pro forma 2003	Variation 2004/ Proforma
Turnover	57 036	48 550	+17,5%	52 145	+9,4%
Operating income	6 901	3 947	+74,8%	3 836	+79,9%
Financial income (loss)	-108	-895		-906	
Exceptional income	-14	246		608	
Net income (Group's share)	3 765	1 015	+270,9%	711	+429,5%
Net income before goodwill amortization and non-recurring items	5 667	1 750	+223,8%	2 029	+179,3%
Earning per share (in €)	0,65	0,22	+195,5%	0,15	+333,3%
Earning per share after potential dilution (in €)	0,50	0,15	+233,3%	0,11	+354,5%
Shareholders' equity	36 167	23 862	+51,6%	28 574	+26,5%
Cash net of financial debts	12 401	6 555	+89,2%	8 204	+51,1%

Note: The pro-forma data are presented on a like-for-like basis. They include Avanquest UK (formerly MediaGold UK) and Avanquest Deutschland (formerly MediaGold GmbH), companies acquired in October 2003 as if they had been acquired on January 1, 2003, and a 100% ownership of Avanquest USA (formerly Elibrium) of which 49% of the capital was acquired in April 2004.

Results according to IFRS

For the first time, the BVRP Group is also presenting its financial statements prepared according to IFRS standards for financial year 2004. Analyzed using this new reference which will be used for the coming years, the performance of the BVRP Group is just as remarkable, with an operating profit of €6.7M, or 11.8% of the turnover, and a **net income multiplied by three to reach €5,3M, or 9.3%**.

In thousands of €uro	Financial year 2004	Financial year 2003	Variation
Turnover	57 036	48 550	+17,5%
Operating income	6 703	3 830	+75,0%
% of turnover	11,8%	7,9%	
Net income	5 292	1 723	+207,1%
Earning per share (in €)	1,01	0,41	+146,3%

The main differences from the 99-02 accounting standards involve the accrual as payroll costs of the fair value of stock-options granted to the Group's employees (impact -€0.3M in 2004) and the replacement of a systematic amortization of goodwill with an impairment test for these assets. Given the ongoing profitability of the companies acquired and the reasonable acquisition prices paid by BVRP, application of this method led to no goodwill amortization in 2004, thus generating a positive impact for €1.9M.

Accelerated growth in Software turnover

The Group's turnover (€57M) increased by 17.5% (9.4% on a like-for-like basis), thanks in particular to 26% growth in Software activity, Group's core business. This growth in turnover was fueled by the ongoing efforts in the area of R&D and marketing (increased by 10.6% and 15.3%, respectively), whereas G&A costs remained flat, a reflection of the very strict cost-control policy applied by the BVRP Group.

The confirmed success of the best-seller mobile Phonetools®, coupled with steady growth in the historic line of communication software, enabled OEM business, a strong margin contributor, to post its best performance since it was created. This strong growth in OEM was accompanied by a continued rise in the Avanquest publishing network, both in Europe and the United States, with ongoing expansion of the product line, which also enabled "retail/corporate" activity to grow by 18%.

Continuing rise in profitability

The BVRP again improved its operating profit in 2004; it reached 12.4% in the second half, another improvement for the sixth consecutive semester since 2001.

All of the major countries contributed to the increase in margins, with a spectacular rise in the contribution of the French companies. For the year as a whole, the **operating income posts a 75% growth** and greatly exceeds the initial objectives set by the Group's management.

The financial result, little affected by the drop in the dollar thanks to the hedging policy implemented during the year, is close to break-even and is greatly improved in comparison with the previous year. (-€0.1M vs -€0.9M in 2003).

The consolidated result, after amortization of goodwill, is multiplied by 3.7 over the previous year. It reaches €3.8M or 6.6% of turnover. Leaving out amortization of goodwill, the net income is €5.7M, for a **record rate of 9.9%**. It should be noted however that the BVRP Group benefited from an overall reduced tax rate (18%), thanks in particular to the use of the last tax losses carried forward in France, generating a €1M saving.

The Group's financial structure improved further, with an increase of 52% in its stockholders' equity and of 89% of its net cash. Cash available amounted to €20M, unchanged in relation to the previous year's close. These excellent results, coupled with conversion of all convertible bonds still outstanding at 31 December 2003, made it possible to finance investments for the year (for a total of €9.9M).

An ambitious strategy for 2005

Relying on a very healthy financial situation and wishing to benefit from the long-term growth potentials identified, the Group's management is setting ambitious objectives for 2005 combining growth, profitability and investment for the future. Several major projects have been undertaken since the start of 2005 in three areas considered strategic to the Group:

- e-commerce sales, the only area that did not grow in 2004, will have a specific focus for 2005. With the launch of Avanquest Online and the creation of a specific division dedicated to e-commerce sale of all products in all territories, BVRP is targeting at doubling sales for this channel in 2005.
- development in Asia is also a major strategic focus, with the strengthening of the Shanghai R&D centre (more than 30 people to date) and the creation of two subsidiaries in China and Korea intended to establish OEM partnerships with major players in these two countries.
- in order to exploit the Group's intellectual property and promote sales growth for products developed internally, three product divisions are created in 2005 (Mobility, Productivity, Utilities), each responsible for sales through all channels worldwide.

For 2005, despite the uncertainties associated with the dollar's evolution, the Group's management expects a turnover of between **€70M and €75M** (growth from 23 to 30%), with an **operating income between 11 and 13%** (IFRS standards). This forecast takes into account the significant investments planned for 2005 and intended to ensure steady growth on the long term.

About BVRP Software

Based in Europe (France, Germany, Great Britain, Spain), the United States (California, Colorado), and Asia (China, Korea), the BVRP Software Group is a worldwide leading publisher of communications and mobility software and a major provider of personal and professional software designed for utilities, office productivity and multimedia. Founded in 1984, BVRP Software celebrated 20 years of innovation in 2004. BVRP products are marketed in over 100 countries, through e-commerce, OEM partnerships and IT resellers. In June 2003, BVRP Group formed Avanquest Global Software Publishing (<http://www.avanquest.com>), a coalition of software publishers offering worldwide publishing resources to software developers everywhere. The group posted revenue of €57.0M and a net income of €5.3M in 2004. Listed on Euronext (ISIN FR0004026714) since December 1996, BVRP Software is part of the Eurolist, NextEconomy segment and SBF 250 index. Additional information on BVRP is available at <http://www.bvrp.com>.

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