



Very good 1st quarter 2004

Consolidated turnover: +10.5%
Doubling of operating profits: €1.3m

Levallois-Perret, 28 April 2004

As a continuation of the excellent 2003 end of year, the BVRP group records a very good 2004 first quarter. **Consolidated turnover** at the end of March amounts to **€12.9m**, i.e. an increase of **10.1%** compared to the 2003 first quarter.

| In €uros thousands | January – March 2004 | January – March 2003 | Change 2004 vs 2003 | Proforma January – March 2003 | Change 2003 vs proforma |
|--------------------|----------------------|----------------------|---------------------|-------------------------------|-------------------------|
| Software | 10,145 | 9,453 | +7.3% | 10,095 | +0.5% |
| Services | 2,318 | 1,797 | +29.0% | 1,751 | +33.4% |
| Others | 425 | 454 | -6.4% | 633 | -32.9% |
| Total | 12,888 | 11,704 | +10.1% | 12,479 | +3.3% |

Note: the proforma data is shown at constant foreign exchange rate and constant perimeter. It includes the turnover of the Avanquest UK (formerly MediaGold UK) and Avanquest Deutschland (formerly MediaGold GmbH). These companies were acquired in October 2003.

The increase in proforma data has been scaled down to 3.3%, mainly due to non-recurring promotional operations made in 2003 by Avanquest Deutschland (formerly MediaGold GmbH) and Avanquest USA (formerly Elibrium). These promotions have not been renewed this year. Excluding these extraordinary operations, growth exceeds 15% in 2004.

This excellent performance was helped by a very strong start in the OEM activity and associated support, up by +26% thanks to the mobility/wireless range, as well as an outstanding achievement of Avanquest France (formerly AB Soft) which amplifies the trend noticed since September 2003, and which increased by 25% thanks to its excellent positioning in all sales channels (retail, e-commerce and corporate), and an extended software portfolio.

The growth combined with a product mix favourable to profit margins enables, as soon as the first quarter, to achieve results which are at the top of the group's forecasts. The BVRP group confirms its ability to link growth and profits with operating income estimated at **€1.3m, close to 10%, i.e. an increase of more than 110%** compared to the same period of the previous year.

This very good start of year allows to confirm profit and growth forecasted by the BVRP group, which targets for 2004 a €54m to €60m turnover, and an 8% to 10% operating profit.

The first quarter results will be published on 17 May 2004.

About BVRP Software

Based in France, with subsidiaries in Germany, Great Britain and the United States, 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 multimedia, security and troubleshooting. Founded in 1984, BVRP Software celebrates 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, a coalition of software publishers offering worldwide publishing resources to software developers everywhere. The group posted revenue of €48.6M and a net income of €3.9M in 2003. Since December 1996, BVRP Software has been listed on the Nouveau Marché of the Euronext Nouveau Marché (ISIN FR0004026714). Additional information on BVRP is available at www.bvrp.com.

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