

## Qurius back to profit in first quarter

**Zaltbommel, 28 April 2011 – Software vendor and IT solutions provider Qurius N.V. reports its first quarter net sales of EUR 24.9 million (Q1 2010 EUR 27.3 million) and EBIT before restructuring EUR 320,000 (Q1 2010 EUR 189,000). This positive result is partly the effect of the restructuring in all operations of the company. The company also stepped up its marketing and sales activities, which resulted into an increase in profitable projects.**

<i>(in EUR x 1,000)</i>	<b>2011</b>	<b>2010</b>
<i>Net sales</i>	<b>24,859</b>	<b>27,278</b>
<i>EBIT (excl. restructuring costs)</i>	<b>320</b>	<b>189</b>
<i>Restructuring costs</i>	<b>-58</b>	<b>-1,909</b>
<i>EBIT</i>	<b>262</b>	<b>-1,720</b>
<i>Net result for the period</i>	<b>117</b>	<b>- 1,935</b>
<i>Earnings per share (in EUR)</i>	<b>0.00</b>	<b>-0.02</b>

“It’s encouraging to see that last year’s efforts finally start paying off”, says CEO Leen Zevenbergen. “We managed to create a leaner company and at the same time we improved our position in our focus markets. All countries have contributed to the positive EBIT. We are on track with our 3-year plan to transform Qurius from a software reseller to a state of the art IT solutions provider with a strong portfolio of software solutions and Intellectual Property. We keep investing in our ERP solutions and CRM offering while building a complete stack of services and solutions around it. An increasing number of our solutions are available in the cloud.

We’re fully committed to build further on these first achievements. Our strategic cooperation with Prodware amplifies our improvements and we expect to see more positive synergy effects during the rest of the year. It will be hard work to continue the positive trend in our results, but I’ve noticed that our offerings and positioning is getting stronger again. I’m confident that Qurius will improve its performance in all aspects completely in line with our three year plan.”

### Management Updates

In the first quarter, Qurius announced new Management in Germany and the Netherlands. Dieter Große-Kreul, former CEO of Unit4 in Germany, succeeded Kay Laukat as Managing Director of Qurius Germany. Leen Zevenbergen took the lead of Qurius the Netherlands, after Peter van Haasteren had decided to step down because of health issues.

### New customer wins

Qurius is continuously improving its position in its focus markets by closing new deals, extending support and hosting contracts and performing upgrade projects. In the United Kingdom, Qurius signed two significant contracts in the Waste Management and Recycling Sector: DS Smith Recycling and Palm Recycling and succeeded in contracting customers in the Food industry (Tea Goetz, tea wholesaler, and a fast food delivery chain) and in the Logistics industry (NYK Logistics) in Germany.

# Press Release



For HSV Arena GmbH in Hamburg Qurius Germany started a project to update their existing systems by integrating the membership administration. In the Netherlands new customer wins/new projects include De Telefoongids, Van Gansewinkel, Amsterdam RAI (mobile solution) and Fugro.

## **Qurius and Prodware**

On 8 February, Qurius and Prodware announced their entering in exclusive discussions about collaboration. Qurius has issued 11.3 million new shares to Prodware, which represent almost 10% of Qurius' share capital. This has reinforced Qurius' equity position with EUR 2.5 million. The outcome of the exclusive discussions will be presented to the shareholders in September 2011 at the latest.

## **Annual Report and Annual General Meeting**

On 14 April 2011, Qurius published its Annual Report online and its first integrated Corporate Social Responsibility Report, according to the G3 standard of the Global Reporting Initiative, application level C. The Annual General Meeting of Shareholders will take place at 27 May 2011, at the Qurius Inspirience Center in Zaltbommel. Agenda and explanatory notes as well as all additional information can be found on [www.qurius.nl/investors](http://www.qurius.nl/investors).

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## **Qurius N.V.**

Qurius provides IT solutions: design, architecture, infrastructure, implementation and system management of Microsoft-based business and IT solutions. From our head office in Zaltbommel we serve clients throughout Europe, including Belgium, Germany, Austria, The Netherlands, Spain, the United Kingdom and the Czech Republic. In 2010, we openly communicated our objective of achieving 100% sustainable operations by 2014. In this way, we want to become the leading European organisation in sustainable IT. We work with clients and partners who are equally ambitious and have the same sustainability objectives. Qurius has been listed on the Euronext Amsterdam since 1998. For more information visit [www.qurius.nl](http://www.qurius.nl)

## **Contact**

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