

Jobpartners Achieves Net Profitability and 8 million Euros of Revenue in its 2004/2005 Fiscal Year

Growth of over 100% demonstrates strength of PRM market

London, June 23rd 2005 – Jobpartners, the European leader of software solutions dedicated to the PRM (People Relationship Management) market, today announced that it has achieved 8 million euros of revenue in the 2004/2005 fiscal year. For the first time since its creation, the company has achieved net profitability with 700 K€ net profit, dramatically exceeding its forecasts. Thirteen new customer wins are also being announced, which include Boots, Superdrug, DHL and Portman Building Society.

“Jobpartners’ impressive growth over the past financial year strongly demonstrates the rapidly growing demand for innovative software solutions which enable organisations to better instrument and execute their people management processes,” commented Xavier Marchioni, CEO of Jobpartners. “Since the company’s creation in 2000, we have achieved cash sufficiency, an average year on year growth of around 100%, and have grown our customer base to over 60 customers globally. Jobpartners defined the original vision of PRM, and has turned this vision into a reality that is today a hugely successful and profitable company with offices throughout Europe.”

IDC recognition

A recent IDC report* recognises Jobpartners as the leading provider of software solutions dedicated to the “Third Wave of e-Recruiting” in the European market, building a strong and visionary suite of solutions for PRM. PRM allows organisations to form one-to-one relationships with potential and current employees, enabling companies to better attract, develop and retain the right people and realise their full potential.

“Jobpartners’ financial results and growing client base reaffirms IDC’s decision to rank the company recently as the leader in the European e-Recruiting market,” commented Mike Friend, Research Manager at IDC. “Having been at the forefront of the hiring management market, IDC is confident that Jobpartners will continue to drive the evolution of the ‘third wave,’ integrating corporate staffing processes with support for internal mobility and career management.

Thirteen new customers

The thirteen new customers gained by Jobpartners over the last twelve months are Thales, Deutsche Post, DHL, Superdrug, Portman Building Society, Steria, Lactalis, Boots, Haga Zuikenhuis, Manpower Netherlands, Dexia BIL, Arcelor and Rexel. Customers who have successfully been using Jobpartners’ solutions for some time include Nike, Xerox, Rabobank International, 3, Carphone Warehouse, Redcats, StateStreet Bank and Carrefour.

We are using Jobpartners’ online recruitment tool, ActiveRecruiter, to streamline our recruitment process through bootsjobs.com. Our new recruitment site is helping us to build a stronger employer brand and attract the best talent to our business,” commented Susie Maskell, Talent Manager at Boots. “By using the online tool, we have already seen a number of benefits including increased efficiency and consistency in our hiring process. Even at this early stage we are benefiting from reduced administration and hiring costs.”

A holistic view of workforce management

“Attracting, developing and retaining people are instrumental to any organisation’s growth and success,” commented Patrice Barbedette, founder of Jobpartners. “The HR function therefore needs to be in a position where it can take a holistic view of the workforce by looking at hiring, internal mobility, performance management, succession planning and career development in relation to key business strategies. This holistic approach, which has been termed the ‘third wave of e-recruiting’ by IDC, is vital for competitive advantage. Our impressive growth over the past 12 months supports IDC’s recognition of our leadership in this area.”

Jobpartners’ current range of solutions support people management strategies and processes such as recruitment, internal resourcing, performance management, package review, executives and key people management, succession planning and career development. In addition, two new products are under development, which are being co-funded by two of Jobpartners’ key customers, demonstrating their satisfaction and confidence in the company’s strong innovation capacity. The two new solutions will focus on package review management and expatriate management (i.e. managing employees who move from one country to another, and managing people who are assigned a different job role).

**IDC report - The Third Wave of e-Recruiting: How a Holistic View of Workforce Management is Changing Competitive Strategies, November 2004*

About Jobpartners

Founded in 2000 and headquartered in London, Jobpartners provides software solutions for qualitative human resources management and People Relationship Management (PRM). The leader in the European market, the company’s innovative and straightforward approach provides companies with strategic value by enabling them to establish privileged relationships with new job applicants and current employees. The company’s solutions address recruitment issues as well as internal mobility, performance management, executives and key people management, succession planning, package review and career management. With four subsidiaries in Europe, Jobpartners has clients in 45 countries and across all industry sectors. For more information, please visit www.jobpartners.com.