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## Kaulkin Ginsberg Announces Major Transaction in the Accounts Receivable Management Industry

Aug 2 2007

Kaulkin Ginsberg announced today that Teleperformance, through its subsidiary TP USA, acquired 100 percent of the share capital of Alliance One, a leading U.S. Accounts Receivable Management (ARM) company. Terms of the transaction were not disclosed. Kaulkin Ginsberg initiated this transaction and served as advisor to Teleperformance.

Alliance One, headquartered in Minneapolis, Minnesota, had 2006 revenues in excess of US\$ 115 million and operates 12 contact centers in the U.S., Canada, and Jamaica. The firm is exclusively dedicated to first-party and contingency debt collection and serves a broad, diversified portfolio of blue chip clients through four vertical divisions: financial institutions, government, enterprise, and healthcare.

Teleperformance, with headquarters in Paris, France, is the world's co-leading provider of outsourced CRM and contact center services, with 2006 revenues of US\$1.824 billion. The firm has 275 contact centers in 43 countries, servicing over 75

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markets and 12 nearshore and offshore locations.

Tim Casey, currently the Chief Operating Officer of Teleperformance USA, has been named Chief Executive Officer of Alliance One to complement the current management team of Alliance One.

"This acquisition gives Teleperformance a strong foothold in the ARM market and gives AllianceOne access to Teleperformance's strong IT and multi-national call center infrastructure," noted Mike Ginsberg, President and CEO of Kaulkin Ginsberg and lead advisor on the transaction.

"Our group decided to make a strategic move into the debt collection business a couple of years ago," noted Daniel Julien, Chairman of the supervisory board of Teleperformance S.A." The acquisition of Alliance One is a significant step as it gives us the ability to provide Accounts Receivable Management services in the US, which is the largest market in the world."

"We are excited by our entry into the Accounts Receivable Management market in the U.S., and very pleased to welcome Alliance One, a group of professional managers that share our same values, into the Teleperformance family," added Dominic Dato, the Chief Executive Officer of Teleperformance USA.

About Teleperformance: Teleperformance (Euronext: FR 0000051807), the world's co-leading provider of outsourced CRM and contact center services, operates under various brands, such as Teleperformance for customer acquisition, customer service and customer growth programs; as well as TechCity Solutions and Cash Performance, respectively,

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specializing in technical support and debt collection. In 2006, the Teleperformance Group achieved EUR 1,385 million revenues (US \$1,824 million - exchange rate at December 31, 2006: EUR 1 < > = US \$1.317). For more information, visit: [www.teleperformance.com](http://www.teleperformance.com).

#### About Kaulkin Ginsberg

As the leading strategic advisor for accounts receivable management (ARM), Kaulkin Ginsberg has completed over 120 M&A transactions valued at nearly \$3 billion. For ARM service providers, our value-add services focus on analysis, growth, and exit strategies. For credit grantors, our focus is on optimizing receivables management strategies. Kaulkin Ginsberg's media division publishes the most popular sources of timely industry news and information such as [insideARM.com](http://insideARM.com) (TM) and [The ARM Insider\(TM\)](http://The ARM Insider(TM)). Kaulkin Information Systems creates secure and affordable workflow, document, and business process management technologies. Read more about Kaulkin Ginsberg at [www.kaulkin.com](http://www.kaulkin.com)

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