



Sopra
group



2010 Half Year Results Presentation

5 August 2010

TALENTED  TOGETHER

Unissons nos Talents

Half Year Results – 5 August 2010



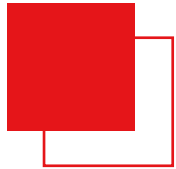
First Half 2010 Highlights

- **Group revenue growth above 4%**
 - Organic growth in France: 3.9%
 - Organic growth for Axway: 13.7%

- **Improvement in current operating margins exceeds targets**
 - In France: 8.4%, + 2 points (ex. CVAE, improvement of 0.8 point)
 - For Axway: 8.6%, + 8.5 points (ex. CVAE, improvement of 8.0 points)
 - For the Group: 7.4%, +2.5 points (ex. CVAE, improvement of 1.6 points)

- **Financial strength**
 - Debt reduction of 68€m since 30 June 2009
 - Financial ratios solid

- **Encouraging rate and volume of new signatures**

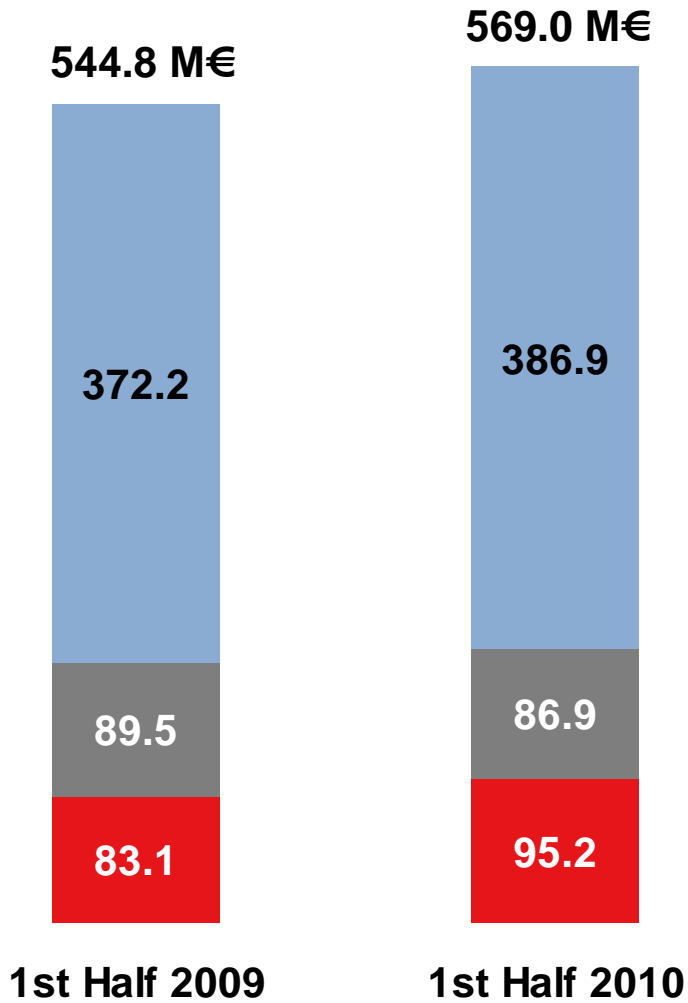


Agenda

- **First Half 2010 Achievements**
- **Complementary Information**
- **Strategy and Outlook**



Revenue (€m)



Growth :	H1	Q2
Total	+4.4%	+6.0%
Organic	+4.3%	+5.5%

Organic Growth	H1	Q2
CSSI* France	+ 3.9%	+ 4.5%
CSSI* Europe	- 3.3%	+ 0.0%
Axway	+ 13.7%	+ 14.7%

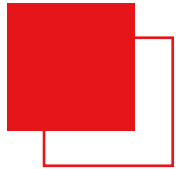
* CSSI: Consulting and Systems & Solutions Integration

Income Statement

	1st Half Year 2010		1st Half Year 2010 Restated (CVAE)		1st Half Year 2009		Change 2010/2009	
	M€	%	M€	%	M€	%	%	%
Revenue	569.0		569.0		544.8		+ 4.4%	
Staff costs - Employees	-393.1		-393.1		-374.6		+ 4.9%	+ 3.9%
Staff costs - Contractors	-37.4		-37.4		-39.6		- 5.6%	
Operating expenses	-88.3		-93.4		-96.1		- 2.8%	
Depreciation and provisions	-8.0		-8.0		-8.0		+ 0.0%	
Profit from recurring operations	42.2	7.4%	37.1	6.5%	26.5	4.9%	+ 40.0%	
Amortisation of allocated intangible assets	-1.3		-1.3		-1.4			
Other operating income and expenses	-2.1		-2.1		-2.2			
Operating profit	38.8	6.8%	33.7	5.9%	22.9	4.2%	+ 47.2%	
Cost of net financial debt	-3.3		-3.3		-4.9			
Other financial income and expenses	-1.0		-1.0		-0.9			
Income tax expense	-14.7		-9.6		-6.3			
Net profit	19.8	3.5%	19.8	3.5%	10.8	2.0%	+ 83.3%	

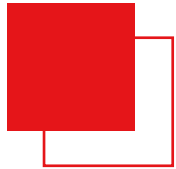
Operating Profit by Division

		30/06 2010		30/06 2010 Restated (CVAE)		30/06 2009	
Total Sopra Group							
Revenue	€m	569.0		569.0		544.8	
Profit from recurring operations	€m / %	42.2	7.4%	37.0	6.5%	26.5	4.9%
Operating profit	€m / %	38.8	6.8%	33.8	5.9%	22.9	4.2%
Net profit	€m / %	19.8	3.5%	19.8	3.5%	10.8	2.0%
of which CSSI France							
Revenue	€m	386.9		386.9		372.2	
Profit from recurring operations	€m / %	32.4	8.4%	27.8	7.2%	24.0	6.4%
Operating profit	€m / %	31.9	8.2%	27.3	7.1%	23.6	6.3%
of which CSSI Europe							
Revenue	€m	86.9		86.9		89.5	
Profit from recurring operations	€m / %	1.6	1.8%	1.6	1.8%	2.4	2.7%
Operating profit	€m / %	1.6	1.8%	1.6	1.8%	0.2	0.2%
of which Axway							
Revenue	€m	95.2		95.2		83.1	
Profit from recurring operations	€m / %	8.2	8.6%	7.7	8.1%	0.1	0.1%
Operating profit	€m / %	5.3	5.6%	4.8	5.0%	-0.9	-1.1%



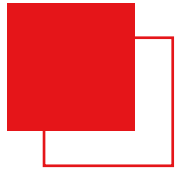
Balance Sheet

<i>€m</i>	30/06 2010	30/06 2009	31/12 2009
Goodwill	381.9	377.6	356.6
Allocated intangible assets	25.1	24.7	23.1
Other fixed assets	43.2	41.0	40.4
Assets	450.2	443.3	420.1
Trade accounts receivable (net)	371.1	358.0	333.9
Other assets and liabilities	-377.6	-339.5	-334.9
Operating assets and liabilities	-6.5	18.5	-1.0
ASSETS + WCR	443.7	461.8	419.1
Equity	315.5	265.8	281.7
Net financial debt	128.2	196.0	137.4
CAPITAL INVESTED	443.7	461.8	419.1



Change in Equity

	€m
Position at 31 December 2009	281.7
Dividends	- 9.4
Net profit - Group share	19.8
Capital increase through exercise of share options	0.3
Purchase or sale of own shares	0.1
Share-based payments	0.2
Actuarial differences	- 3.2
Variation of financial instruments	-
Translation adjustments	25.9
Other movements	0.1
Position at 30 June 2010	315.5

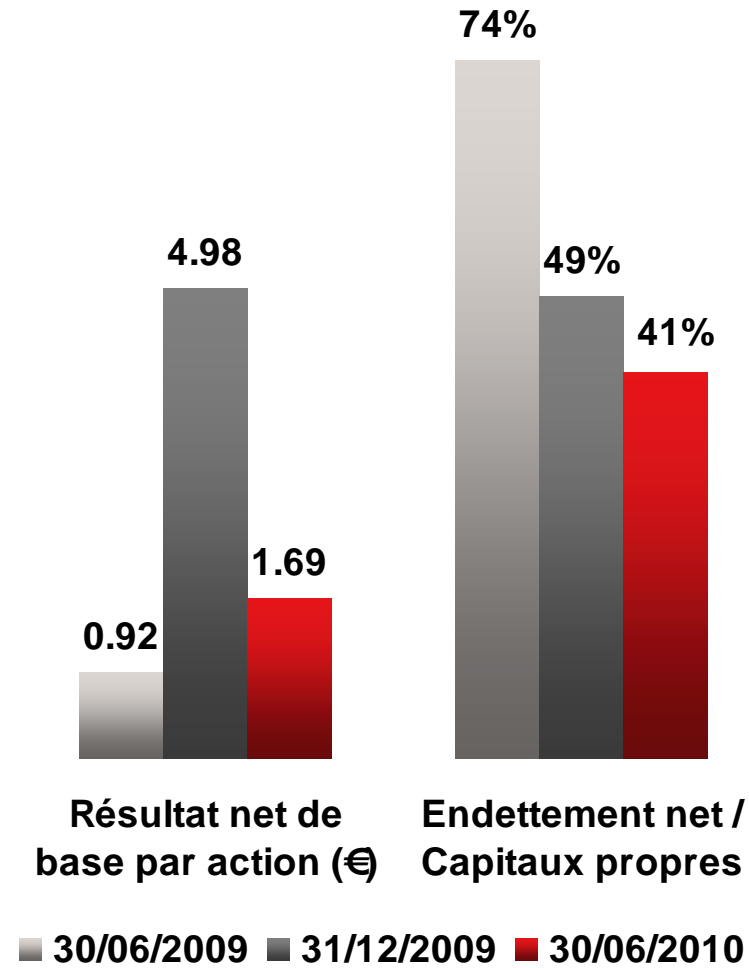


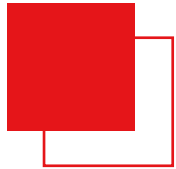
Change in Net Debt

€m	30/06 2010	30/06 2009	31/12 2009
Net debt at opening	137.4	198.2	198.2
Gross cash flow from operations before net financial debt & tax	54.6	32.4	94.6
Tax paid	- 5.3	- 12.9	- 32.2
Changes in working capital requirements	- 27.6	26.4	50.2
Net cash flow from operations	21.7	45.9	112.6
Net financial interest paid	- 7.3	- 6.8	- 12.0
Capital expenditures	- 3.4	- 5.0	- 9.4
Free cash flow	11.0	34.1	91.2
Changes in scope	- 0.2	- 8.8	- 8.8
Dividends paid	-	- 19.3	- 19.3
Capital increases in cash	0.3	-	1.2
Other changes	- 3.3	- 4.6	- 3.9
Net cash flow	7.8	1.4	60.4
Changes in interest rates	1.4	0.8	0.4
Net debt at closing	128.2	196.0	137.4



Financial Ratios



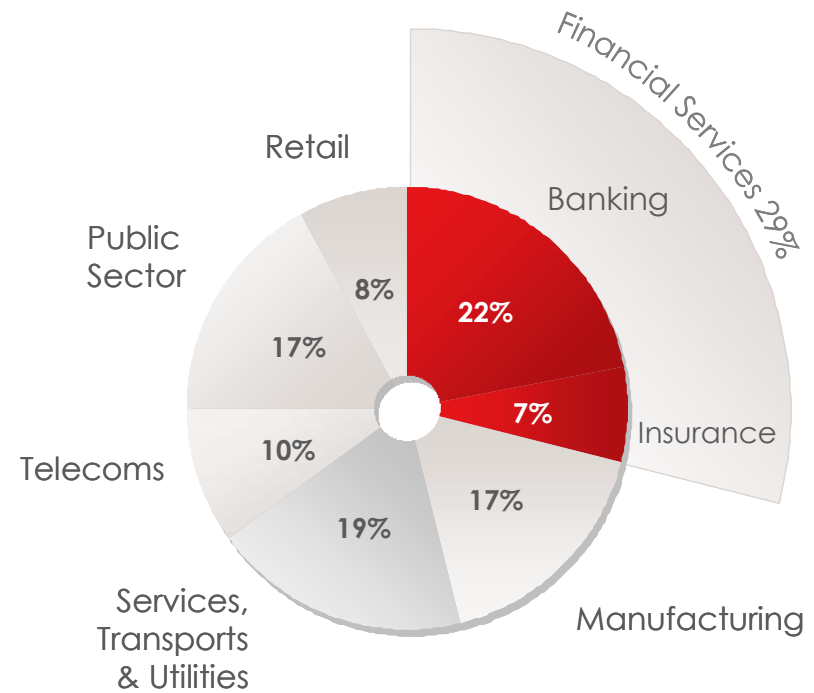
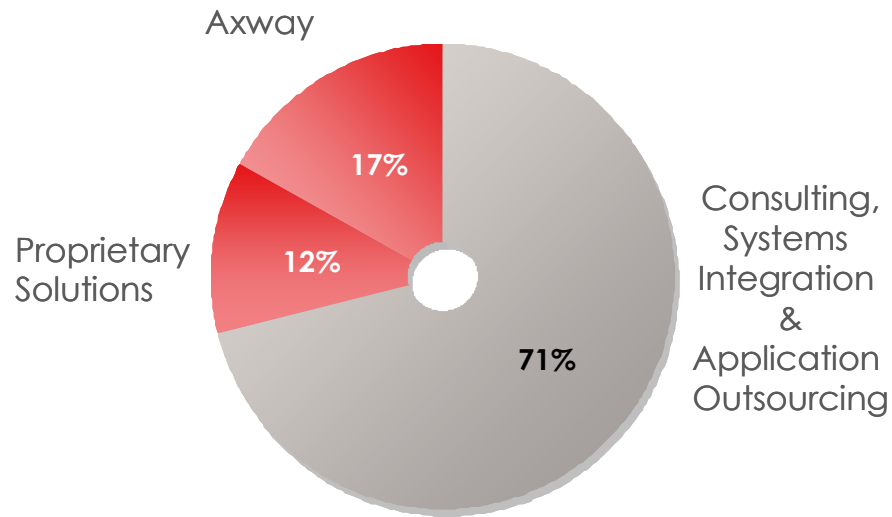


Agenda

- First Half 2010 Achievements
- **Complementary Information**
- Strategy and Outlook

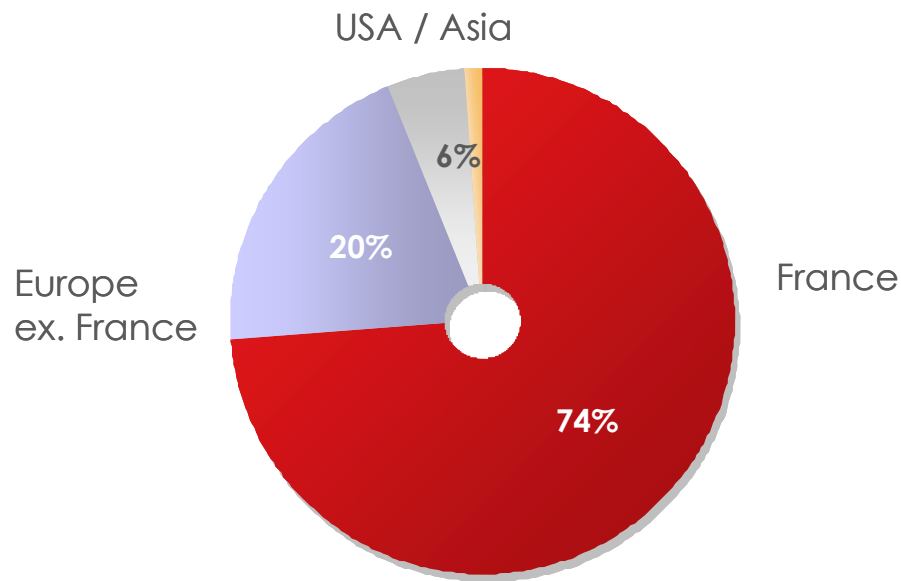


Business Sector & Vertical Market Positioning

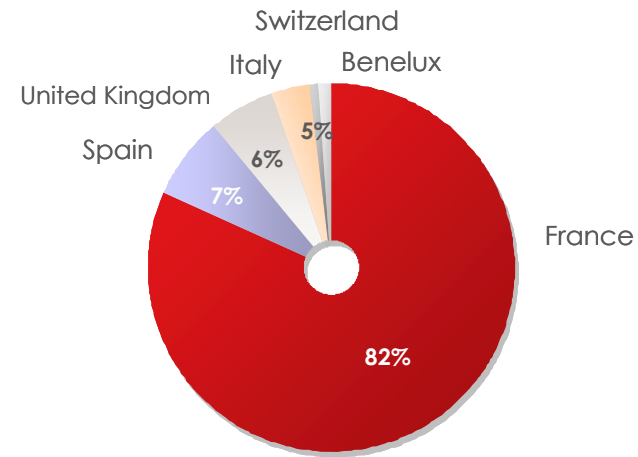




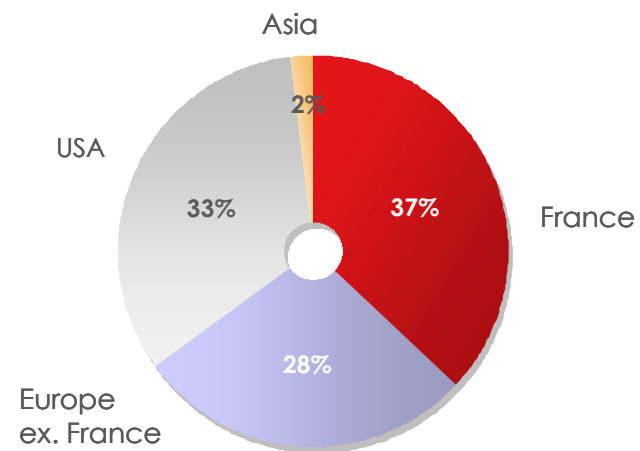
Revenue by Region



Revenue: Sopra Group & Axway



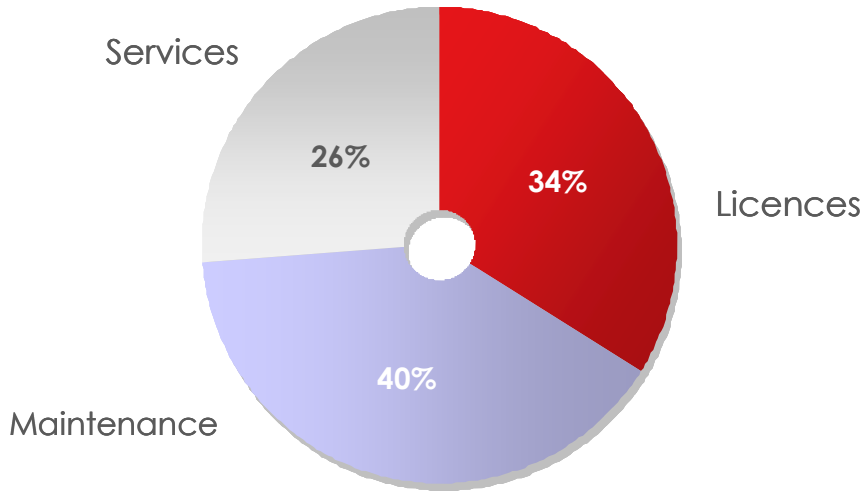
Sopra Group Revenue (ex. Axway)



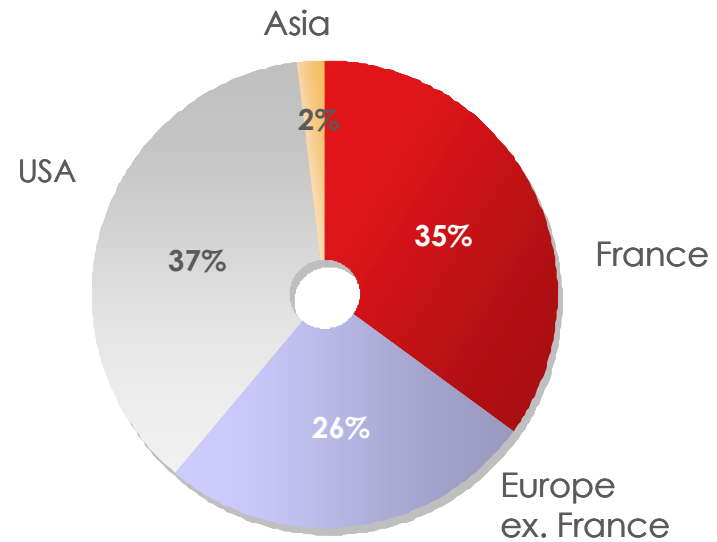
Axway Revenue



Axway pro forma Revenue (1\$=1€)



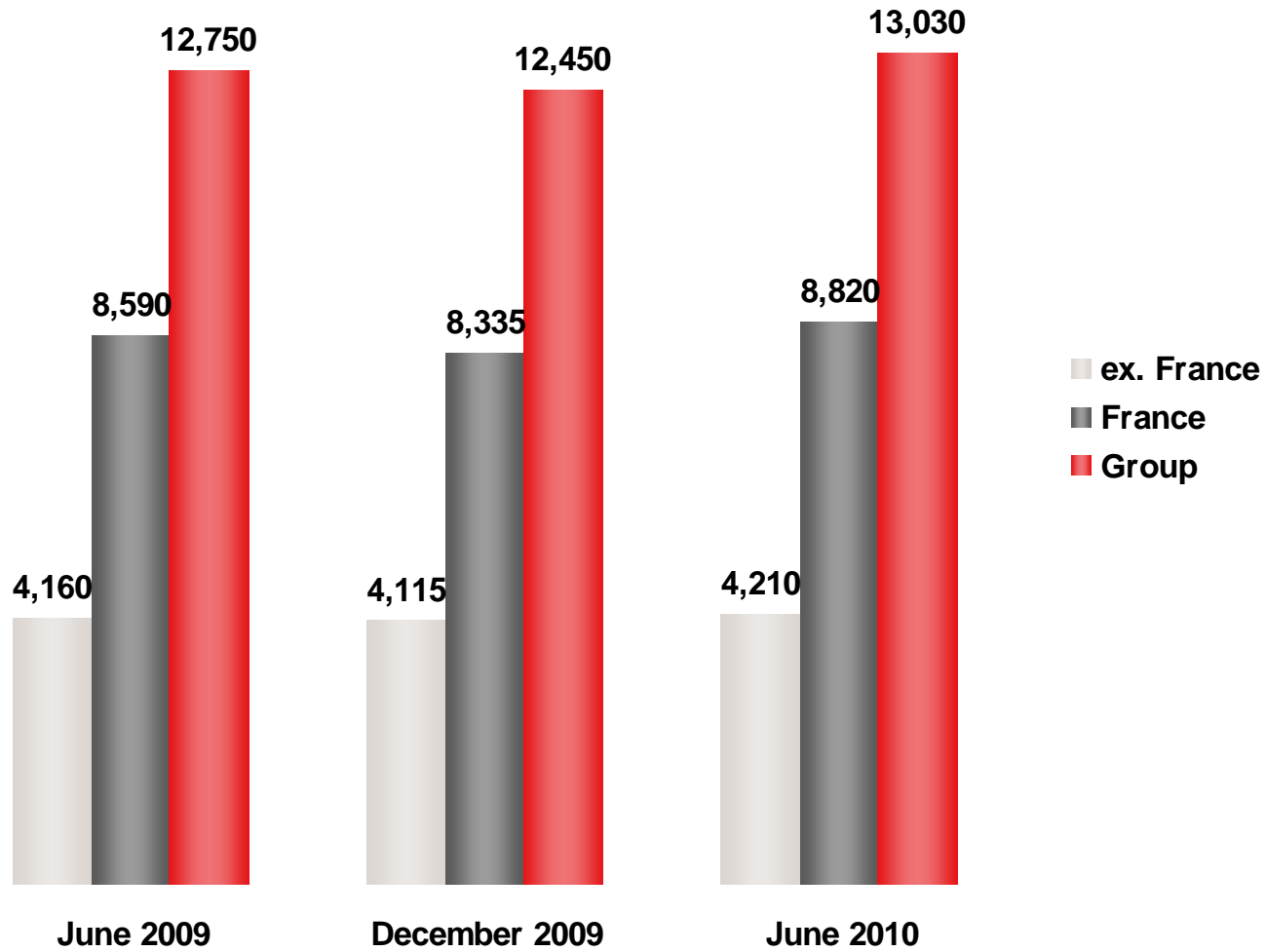
Type of Revenue (1\$ = 1€)

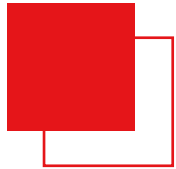


Geographies (\$1=1€)



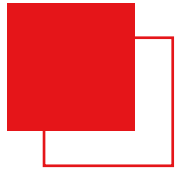
Change in Workforce (excluding contractors)





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Group Strategy

Two Brands for Two Well-Defined Strategic Profiles

- **Sopra Group** reconfirms its strategic focus on systems integration and services with an offerings continuum covering
Consulting | Projects | Application Outsourcing | Proprietary Solutions

- **Axway** confirms its European-American strategy
 - Solidify leadership in Europe and USA
 - Leverage recent acquisitions in terms of margin potential, offerings portfolio and client base
 - Pursue proposed spin-off operation



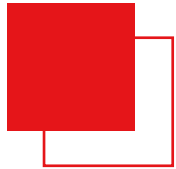
Independent Strategy for Sopra Group (IT)

- **Pursuit of multiple, growth-driving, transformation initiatives**
 - Pursuit of the Industrialisation programme
 - Development of the Business Lines and Offerings programme
 - Further investment in the Key Accounts programme
 - Increased investment in the banking sector software
 - Alignment of the European subsidiaries with global offering

- **Continued leadership en France in key verticals**
 - Financial Services
 - Public Sector
 - Utilities
 - Telecoms
 - Key Accounts

- **Client proximity – Quality of delivery**

- **Margin protection**



Outlook

- **For 2010**
 - **Sopra Group: organic growth and slight improvement of the current operating margin**
 - **Axway: organic growth and slight improvement of the current operating margin**

- **Three-year horizon for Sopra Group**
 - **Sustainable organic growth**
 - **External growth in France and Europe**
 - **Margin target for profit from recurring revenue around 10%**

- **Three-year horizon for Axway**
 - **Strong organic growth**
 - **External growth in Europe and the USA**
 - **Margin target for profit from recurring revenue well above 15%**

Questions



Sopra
group



Appendices

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Unissons nos Talents

Half Year Results – 5 August 2010

Income Statement IFRS 5 – Sopra Group

	1st Half Year 2010		1st Half Year 2010 Restated (CVAE)		1st Half Year 2009		Change 2010/2009	
	M€	%	M€	%	M€	%	%	%
Revenue	475.2		475.2		462.1		+ 2.8%	
Staff costs - Employees	-328.9		-328.9		-317.2		+ 3.7%	+ 2.4%
Staff costs - Contractors	-36.6		-36.6		-39.6		- 7.6%	
Operating expenses	-68.6		-73.2		-71.9		+ 1.8%	
Depreciation and provisions	-7.0		-7.0		-7.0		+ 0.0%	
Profit from recurring operations	34.1	7.2%	29.5	6.2%	26.4	5.7%	+ 11.7%	
Amortisation of allocated intangible assets	-0.4		-0.4		-0.4			
Other operating income and expenses	-0.2		-0.2		-2.2			
Operating profit	33.5	7.0%	28.9	6.1%	23.8	5.2%	+ 21.4%	
Cost of net financial debt	-		-		-			
Other financial income and expenses	-3.7		-3.7		-5.0			
Income tax expense	-12.6		-8.0		-6.6			
Net profit from continuing operations	17.2	3.6%	17.2	3.6%	12.2	2.6%	+ 41.0%	
Net profit from discontinued operations	2.6		2.6		-1.5			
Net profit	19.8	4.2%	19.8	4.2%	10.7	2.3%	+ 85.0%	
Group share	19.8		19.8		10.7			
Minority interests	-		-		-			

Simplified Balance Sheet IFRS 5

<i>€m</i>	30/06 2010	30/06 2009	31/12 2009
Goodwill	207.3	377.6	356.6
Allocated intangible assets	2.0	24.7	23.1
Other fixed assets	39.1	41.0	40.4
Assets	248.4	443.3	420.1
Trade accounts receivable (net)	322.8	358.0	333.9
Other assets and liabilities	130.1	-	-
Operating assets and liabilities	213.1	18.5	-1.0
ASSETS + WCR	461.5	461.8	419.1
Equity	315.5	265.8	281.7
Net financial debt	146.0	196.0	137.4
CAPITAL INVESTED	461.5	461.8	419.1

Income Statement IFRS 5 – Axway

	1st Half Year 2010		1st Half Year 2010 Restated (CVAE)		1st Half Year 2009		Change 2010/2009
	M€	%	M€	%	M€	%	%
Revenue	95.3		95.3		83.1		+ 14.7%
Staff costs - Employees	-63.9		-63.9		-57.4		+ 11.3%
Operating expenses	-22.2		-22.7		-24.6		- 9.8%
Depreciation and provisions	-1.0		-1.0		-1.0		+ 0.0%
Profit from recurring operations	8.2	8.6%	7.7	8.1%	0.1	0.1%	+ 8100.0%
Amortisation of allocated intangible assets	-1.0		-1.0		-1.0		
Other operating income and expenses	-1.9		-1.9		-		
Operating profit	5.3	5.6%	4.8	5.0%	-0.9	-1.1%	+ 488.9%
Cost of net financial debt	-		-		-		
Other financial income and expenses	-0.6		-0.6		-0.9		
Income tax expense	-2.1		-1.6		0.3		
Net profit from continuing operations	2.6	2.7%	2.6	2.7%	-1.5	-1.8%	+ 73.3%
Net profit from discontinued operations	-		-		-		
Net profit	2.6	2.7%	2.6	2.7%	-1.5	-1.8%	+ 73.3%
Group share	2.6		2.6		-1.5		
Minority interests	-		-		-		