ANNUAL GENERAL MEETING
Paris, 12 June 2018
FORWARD LOOKING STATEMENTS

- This document contains forecasts in respect of which there are risks and uncertainties concerning Sopra Steria’s future growth and profitability. The Group highlights the fact that the signature of licence contracts, which often represent investments for clients, are more significant in the second half of the year and may therefore have a more or less favourable impact on full-year performance.

- The outcome of events or actual results may differ from those described in this document as a result of various risks and uncertainties set out in the 2017 Reference Document submitted to the Autorité des Marchés Financiers on 13 April 2018 (in particular pages 35 and following).

- The distribution of this document in certain countries may be subject to the laws and regulations in force. Naturally, persons present in these countries and in which this document is disseminated, published or distributed, should obtain information about such restrictions and comply with them.
1 | Annual General Meeting Agenda

2 | Board of Directors’ Report - 2017 financial statements and operational situation

3 | Auditors’ Reports

4 | Information about proposed resolutions

5 | Discussion

6 | Vote

7 | Closing
AGENDA (1/6)

Notice published in the “Bulletin des Annonces Légales Obligatoires” on 25 May 2018

• **Requiring approval at the Ordinary General Meeting**

  1. Approval of the individual financial statements for the financial year ended 31 December 2017; approval of non-deductible expenses.

  2. Approval of the consolidated financial statements for the financial year ended 31 December 2017.

  3. Appropriation of earnings and determination of the dividend.


  5. Approval of items of compensation paid or allotted in respect of financial year 2017 to Pierre Pasquier, Chairman.

  6. Approval of items of compensation paid or allotted in respect of financial year 2017 to Vincent Paris, Chief Executive Officer.

  7. Approval of the principles and criteria for the determination, distribution and allocation of items of compensation for the Chairman.

  8. Approval of the principles and criteria for the determination, distribution and allocation of items of compensation for the Chief Executive Officer.
AGENDA (2/6)

Notice published in the “Bulletin des Annonces Légales Obligatoires” on 25 May 2018

• **Requiring approval at the Ordinary General Meeting**

  9. Setting of directors’ fees at €500,000.

  10. Reappointment of a Principal Statutory Auditor.

  11. Authorisation granted to the Board of Directors, for a period of 18 months, to allow the Company to buy back its own shares pursuant to Article L. 225-209 of the French Commercial Code.

• **Requiring approval at the Extraordinary General Meeting**

  12. Authorisation for the Board of Directors, for a period of 26 months, to retire any shares that the Company may have acquired under the terms of share buyback programmes and to reduce the share capital accordingly.

  13. Delegation of powers to the Board of Directors, for a period of 26 months, to decide to increase the share capital, with preemptive rights for existing shareholders, by issuing ordinary shares and/or securities giving access to equity and/or entitling the holder to an allotment of debt securities issued by the Company, up to a maximum of 40% of the share capital.
Requiring approval at the Extraordinary General Meeting

14. Delegation of powers to the Board of Directors, for a period of 26 months, to decide to increase the share capital, without preemptive rights for existing shareholders, by issuing ordinary shares and/or securities giving access to equity and/or entitling the holder to an allotment of debt securities issued by the Company, in the context of public offerings, up to a maximum of 20% of the share capital, falling to 10% of the share capital in the absence of priority rights.

15. Delegation of powers to the Board of Directors, for a period of 26 months, to decide to increase the share capital, without preemptive rights for existing shareholders, by issuing ordinary shares and/or securities giving access to equity and/or entitling the holder to an allotment of debt securities issued by the Company, by way of a private placement as provided for in paragraph II, Article L. 411-2 of the French Monetary and Financial Code, up to a maximum of 10% of the share capital.

16. Determination of the issue price of ordinary shares and/or securities giving access to equity and/or giving the right to an allotment of the Company’s debt securities for up to a maximum of 10% of the share capital a year in the context of an increase in the share capital without preemptive subscription rights for existing shareholders.
AGENDA (4/6)

Notice published in the “Bulletin des Annonces Légales Obligatoires” on 25 May 2018

• Requiring approval at the Extraordinary General Meeting

17. Delegation of powers to the Board of Directors, for a period of 26 months, to decide, with or without preemptive rights for existing shareholders, to increase the number of ordinary shares and/or securities giving access to equity and/or entitling the holder to an allotment of debt securities to be issued by the Company, up to a maximum of 15% of the initial issue.

18. Delegation of powers to the Board of Directors, for a period of 26 months, to issue ordinary shares and/or securities giving access to equity and/or entitling the holder to an allotment of debt securities issued by the Company, without preemptive rights for existing shareholders, in return for contributions in kind, up to a maximum of 10% of the share capital.

19. Delegation of powers to the Board of Directors, for a period of 26 months, to issue ordinary shares and/or securities giving access to equity and/or entitling the holder to an allotment of debt securities issued by the Company, without preemptive rights for existing shareholders, in return for shares tendered to a public exchange offer, up to a maximum of 10% of the share capital.
AGENDA (5/6)

Notice published in the “Bulletin des Annonces Légales Obligatoires” on 25 May 2018

• Requiring approval at the Extraordinary General Meeting

20. Delegation of powers to the Board of Directors, for a period of 26 months, to decide to increase the share capital by capitalising premiums, reserves, earnings or other amounts that may be capitalised.

21. Delegation to be given to the Board of Directors, for a period of 18 months, to issue share subscription warrants to be allotted to the shareholders free of charge in the event of a takeover bid, up to a nominal amount equal to the amount of the share capital.

22. Delegation of powers to the Board of Directors, for a period of 26 months, to decide to increase the share capital, without preemptive subscription rights for existing shareholders, via issues to persons employed by the Company or by a company of the Group, subject to enrolment in a company savings plan, up to a maximum of 3% of the share capital.

23. Authorisation for the Board of Directors, for a period of 38 months, to allot free shares to employees and officers of the Company and companies in the same Group, up to a maximum of 3% of the share capital.

24. Amendment to the stipulations of Article 14 of the Articles of Association concerning Directors’ terms of office and the introduction of procedures for staggering Directors’ terms of office.
AGENDA (6/6)

Notice published in the “Bulletin des Annonces Légales Obligatoires” on 25 May 2018

• Requiring approval at the Extraordinary General Meeting

   25. Change in the age limit associated with the position of Chairman of the Board of Directors and corresponding amendment to Article 15 of the Articles of Association.
   26. Appointment of Jean-Bernard Rampini as a Non-Voting Director for a term of two years.

• Requiring approval at the Ordinary General Meeting

   27. to 37. Reappointment of Directors;
   38. to 39. Appointment of new Directors;
   40. Powers granted to carry out all legal formalities.
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SOPRA STERIA AT 31/12/2017
A EUROPEAN LEADER IN DIGITAL TRANSFORMATION

2017 revenue of €3.8bn
41,000+ employees
Operations in more than 20 countries
End-to-end approach

Top 5 European digital services companies

COUNTRIES
Rest of the World 22%
Europe 78%
France 51%
United Kingdom 22%
Other Europe 25%

BUSINESS LINES
Business Process Services 10%
Solutions* 16%
IT Infrastructure Management 13%
Consulting & Systems Integration 61%

VERTICALS
Banking 23%
Insurance 6%
Public Sector 22%
Aerospace 18%
Defence 7%
Homeland Security 5%
Utilities 6%
Energy 7%
Media 5%
Telecoms 6%
Retail 3%
Other 10%
A GROUP COMMITTED TO A MORE SUSTAINABLE WORLD
OUR STRATEGY AND A SAMPLE OF INITIATIVES

Workforce
The Group’s Responsible Employment policy reflects its aim of promoting equal opportunity

- 9,500 new hires in 2017 and more than 1 million hours of training provided
- Equal opportunity:
  ✓ Helping people with disabilities access employment: 30 scholarships awarded to students with disabilities in France
  ✓ Promoting the presence of women in the digital sector: women make up 31% of the Group’s workforce

Ethics and Values
An approach based on transparency, equity and fairness in our dealings with all of our stakeholders

- A code of conduct and core values supported by Executive Management
- A dedicated governance structure strengthened in 2017
- New Way: a unifying programme built around the Group’s values

Society
Closer dialogue with stakeholders – Civic engagement programmes encouraging employees to support local communities

- An approach in line with the SDGs of the UN Global Compact
- Civic engagement programmes:
  ✓ In India, over 70,000 disadvantaged children benefit from an educational programme
  ✓ In France, 12 digital transformation projects supported by the Sopra Steria-Institut de France Foundation

Environment
Strong commitments and an innovative programme to better manage the environmental impact of the Group’s activities

- World’s first digital services company to receive approval from the SBTi* for its greenhouse gas emissions reduction targets
- Triple CarbonNeutral® certification (data centres, offices and business travel)
- 11% reduction in the Group’s greenhouse gas emissions per employee in 2017 compared with 2016

* For the Group as a whole
OWNERSHIP
A LEADING SHAREHOLDER AS THE PROJECT’S GUARANTOR OVER THE LONG TERM

Situation at 31/05/2018
XX.X% = Percentage of share capital held
(XX.X%) = Percentage of voting rights held

Pasquier family 68.4%
Odin family 28.4%
Managers 3.1%

Founders & management 2.9% (4.4%)
Sopra GMT 19.6% (28.8%)
Soderi
Interests managed on behalf of employees
Treasury shares
Free float

Shareholders’ agreement 22.6% (33.2%)
7.8% (8.7%)
0.1%
69.5% (58.0%)

20,547,701 listed shares
26,148,030 exercisable voting rights

2018 Annual General Meeting – 12/06/2018
SOPRA STERIA HISTORICAL PERFORMANCE
ORGANIC GROWTH SINCE 2004 ≈ 5%/YEAR

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (€m)</th>
<th>Restated margin on business act.*</th>
<th>Operating profit on business activity (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>37</td>
<td>8%</td>
<td>37</td>
</tr>
<tr>
<td>2005</td>
<td>47</td>
<td>8%</td>
<td>47</td>
</tr>
<tr>
<td>2006</td>
<td>63</td>
<td>9%</td>
<td>63</td>
</tr>
<tr>
<td>2007</td>
<td>76</td>
<td>10%</td>
<td>76</td>
</tr>
<tr>
<td>2008</td>
<td>82</td>
<td>10%</td>
<td>82</td>
</tr>
<tr>
<td>2009</td>
<td>65</td>
<td>8%</td>
<td>65</td>
</tr>
<tr>
<td>2010</td>
<td>86</td>
<td>9%</td>
<td>86</td>
</tr>
<tr>
<td>2011</td>
<td>93</td>
<td>9%</td>
<td>93</td>
</tr>
<tr>
<td>2012</td>
<td>110</td>
<td>9%</td>
<td>110</td>
</tr>
<tr>
<td>2013</td>
<td>109</td>
<td>8%</td>
<td>109</td>
</tr>
<tr>
<td>2014 Pro forma**</td>
<td>1349</td>
<td>8%</td>
<td>1349</td>
</tr>
<tr>
<td>2015</td>
<td>3584</td>
<td>11%</td>
<td>3584</td>
</tr>
<tr>
<td>2016</td>
<td>3711</td>
<td>149.8%</td>
<td>3711</td>
</tr>
<tr>
<td>2017</td>
<td>3845</td>
<td>149.8%</td>
<td>3845</td>
</tr>
</tbody>
</table>

- **Total growth**: 23% 21% 16% 10% 12% -5% 5% 9% 16% 11% 149.8% 6.4% 4.4% 2.8%
- **Organic growth**: 11% 9% 7% 9% 11% -4% 5% 8% 2% 4% - 2.0% 5.2% 3.5%
- **Restated margin on business act.***: 8% 8% 9% 10% 10% 8% 9% 9% 9% 8% 6.9% 6.8% 8.0% 8.6%

* Restated at equivalent tax laws for financial years up to and including 2009
** Base of comparison adjusted pro forma for the Sopra Steria merger

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2018 Annual General Meeting – 12/06/2018
STOCK PRICE EVOLUTION SINCE 2004

Share price as of 8/06/2018
2017 KEY EVENTS

- Achievement of 3-year targets set in 2015 following the merger
- Well-established organic growth dynamic
- Successful turnarounds for Germany and IT infrastructure management in France
- Launch of repositioning plan for the United Kingdom
- Efforts underway to drive up the value of offerings (Consulting & Software)
- Continued investment for Sopra Banking Software
## KEY FIGURES FOR 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>2017 Value</th>
<th>2016 Value</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>€3,845.4m</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Operating profit on business activity</strong></td>
<td>€329.8m</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net profit – Group share</strong></td>
<td>€171.4m</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>€111.4m</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net financial debt</strong></td>
<td>€510.1m</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>UK pension fund deficit net of taxes</strong></td>
<td>€167.4m</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* *Alternative performance measures are defined at the end of this presentation*
## OPERATING PERFORMANCE BY REPORTING UNIT

### STRONG IMPROVEMENT FOR THE OTHER EUROPE REPORTING UNIT

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>Operating profit on business activity</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017 (€m)</td>
<td>2016 Restated* (€m)</td>
</tr>
<tr>
<td>France</td>
<td>1,597.0</td>
<td>1,539.7</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>801.7</td>
<td>868.2</td>
</tr>
<tr>
<td>Other Europe</td>
<td>827.6</td>
<td>739.0</td>
</tr>
<tr>
<td>Sopra Banking Software</td>
<td>402.2</td>
<td>361.8</td>
</tr>
<tr>
<td>Other Solutions</td>
<td>216.9</td>
<td>207.2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,845.4</strong></td>
<td><strong>3,715.9</strong></td>
</tr>
</tbody>
</table>

*Revenue at 2017 scope and exchange rates*
# INCOME STATEMENT FOR FINANCIAL YEAR 2017

<table>
<thead>
<tr>
<th></th>
<th>2017 (€m)</th>
<th>2017 (% of Rev.)</th>
<th>2016 (€m)</th>
<th>2016 (% of Rev.)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>3,845.4</td>
<td></td>
<td>3,741.3</td>
<td></td>
</tr>
<tr>
<td><strong>Organic growth</strong></td>
<td></td>
<td>3.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Operating profit on business activity</strong></td>
<td>329.8</td>
<td>8.6%</td>
<td>301.1</td>
<td>8.0%</td>
</tr>
<tr>
<td><strong>Expenses related to stock options and related items</strong></td>
<td>-21.2</td>
<td></td>
<td>-12.1</td>
<td></td>
</tr>
<tr>
<td><strong>Amortisation of allocated intangible assets</strong></td>
<td>-21.8</td>
<td></td>
<td>-21.1</td>
<td></td>
</tr>
<tr>
<td><strong>Profit from recurring operations</strong></td>
<td>286.8</td>
<td>7.5%</td>
<td>267.8</td>
<td>7.2%</td>
</tr>
<tr>
<td><strong>Other operating income and expenses</strong></td>
<td>-25.1</td>
<td></td>
<td>-27.6</td>
<td></td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td>261.7</td>
<td>6.8%</td>
<td>240.2</td>
<td>6.4%</td>
</tr>
<tr>
<td><strong>Cost of net financial debt</strong></td>
<td>-6.8</td>
<td></td>
<td>-6.7</td>
<td></td>
</tr>
<tr>
<td><strong>Other financial income and expenses</strong></td>
<td>-9.8</td>
<td></td>
<td>-7.6</td>
<td></td>
</tr>
<tr>
<td><strong>Tax expense</strong></td>
<td>-73.5</td>
<td></td>
<td>-80.9</td>
<td></td>
</tr>
<tr>
<td><strong>Share of net profit from equity-accounted companies</strong></td>
<td>1.7</td>
<td></td>
<td>10.8</td>
<td></td>
</tr>
<tr>
<td><strong>Net profit</strong></td>
<td>173.3</td>
<td></td>
<td>155.8</td>
<td></td>
</tr>
<tr>
<td><strong>of which attributable to Group</strong></td>
<td>171.4</td>
<td>4.5%</td>
<td>150.4</td>
<td>4.0%</td>
</tr>
<tr>
<td><strong>of which minority interests</strong></td>
<td>1.8</td>
<td></td>
<td>5.4</td>
<td></td>
</tr>
</tbody>
</table>
CHANGE IN NET FINANCIAL DEBT IN 2017

STABLE RELATIVE TO 2016

- Net financial debt at 31/12/2016
  - Free cash flow: +148.4
  - Changes in scope and financial investments: -98.8
  - Dividends: -41.7
  - Changes in treasury shares and capital increases: -1.2
  - Currency changes and other: -10.7

- Net financial debt at 31/12/2017: 510.1

Litigation of €111.4m Excl. sale of trade receivables
A SOUND FINANCIAL POSITION AT 31/12/2017

Net financial debt at 31/12/2017: €510.1m

Available undrawn amount: €1.1bn
  i.e. 61% of authorised amount*

EBITDA leverage ratio: 1.44x (max. 3.0x)

Long terms to maturity
  • Bond: 2019
  • Bank borrowing facilities: 2022
    (extension possible to 2023)

* Assuming a constant amount of commercial paper (€210.6m at 31 December 2017) and overdrafts
## SIMPLIFIED BALANCE SHEET AT 31/12/2017

<table>
<thead>
<tr>
<th></th>
<th>31/12/2017 (€m)</th>
<th>31/12/2016 (€m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td>1,590.6</td>
<td>1,557.0</td>
</tr>
<tr>
<td>Allocated intangible assets</td>
<td>161.5</td>
<td>179.7</td>
</tr>
<tr>
<td>Other fixed assets</td>
<td>179.7</td>
<td>160.8</td>
</tr>
<tr>
<td>Equity-accounted investments</td>
<td>189.1</td>
<td>202.3</td>
</tr>
<tr>
<td>Fixed assets</td>
<td>2,120.9</td>
<td>2,099.8</td>
</tr>
<tr>
<td>Net deferred tax</td>
<td>98.7</td>
<td>128.9</td>
</tr>
<tr>
<td>Trade accounts receivable (net)</td>
<td>1,137.8</td>
<td>1,132.7</td>
</tr>
<tr>
<td>Other assets and liabilities</td>
<td>-1,175.6</td>
<td>-1,171.5</td>
</tr>
<tr>
<td><strong>Working capital requirement (WCR)</strong></td>
<td><strong>- 37.8</strong></td>
<td><strong>- 38.7</strong></td>
</tr>
<tr>
<td><strong>Assets + WCR</strong></td>
<td><strong>2,181.7</strong></td>
<td><strong>2,190.0</strong></td>
</tr>
<tr>
<td>Equity</td>
<td>1,240.0</td>
<td>1,103.1</td>
</tr>
<tr>
<td>Provisions for post-employment benefits</td>
<td>358.9</td>
<td>464.5</td>
</tr>
<tr>
<td>Provisions for contingencies and losses</td>
<td>72.8</td>
<td>116.4</td>
</tr>
<tr>
<td>Net financial debt</td>
<td>510.1</td>
<td>506.0</td>
</tr>
<tr>
<td><strong>Capital invested</strong></td>
<td><strong>2,181.7</strong></td>
<td><strong>2,190.0</strong></td>
</tr>
</tbody>
</table>
2020 PROJECT

An independent project
• Leading shareholder as the project’s guarantor over the long term
• Significant employee share ownership

A growth project
• Organic growth
• Targeted external growth
• Focus on Europe for Services and worldwide ambitions for Software

A project with added value
• Consulting representing 15% of revenue
• Software representing 20% of revenue
• End-to-end approach for key strategic clients

A different project
• Close client relationships
• Vertical approach focused on key strategic clients
• Entrepreneurial culture
AMBITIONS FOR 2020

- Operating margin on business activity around 10%
- Annual organic growth of between 3% and 5% over the period
- Free cash flow of between 5% to 7% of revenue
REMINDER OF 2018 TARGETS

- Organic revenue growth of between 3% and 5%
- Slight improvement in operating margin on business activity with a seasonality more important than in 2016 (H1 < H2)
- Free cash flow >€170m
  (>€133m including 2017 sale of trade receivables)
Q1 2018 REVENUE PERFORMANCE

<table>
<thead>
<tr>
<th></th>
<th>Q1 2018 (€m)</th>
<th>Q1 2017 Restated* (€m)</th>
<th>Organic growth (%)</th>
<th>Total growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>France</td>
<td>410,4</td>
<td>410,4</td>
<td>+ 0,0%</td>
<td>+ 5,8%</td>
</tr>
<tr>
<td>of which C&amp;SI</td>
<td>360,2</td>
<td>360,2</td>
<td>+ 0,0%</td>
<td>+ 6,8%</td>
</tr>
<tr>
<td>of which I2S</td>
<td>50,2</td>
<td>50,2</td>
<td>+ 0,0%</td>
<td>- 0,2%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>205,2</td>
<td>205,2</td>
<td>+ 0,0%</td>
<td>- 13,5%</td>
</tr>
<tr>
<td>Other Europe</td>
<td>200,9</td>
<td>200,9</td>
<td>+ 0,0%</td>
<td>+ 17,7%</td>
</tr>
<tr>
<td>Sopra Banking Software</td>
<td>85,9</td>
<td>85,9</td>
<td>+ 0,0%</td>
<td>+ 25,0%</td>
</tr>
<tr>
<td>Other Solutions</td>
<td>51,3</td>
<td>51,3</td>
<td>+ 0,0%</td>
<td>+ 4,9%</td>
</tr>
<tr>
<td>Total</td>
<td>953,7</td>
<td>953,7</td>
<td>+ 0,0%</td>
<td>+ 4,4%</td>
</tr>
</tbody>
</table>

* Revenue at 2018 scope and exchange rates
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AUDITORS’ REPORTS

- Statutory Auditors’ report on the consolidated and individual financial statements

- Statutory Auditors’ special report on regulated agreements and commitments
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BOARD OF DIRECTORS PENDING ON THE ANNUAL GENERAL MEETING VOTE

15 DIRECTORS AND 1 NON-VOTING DIRECTOR

PIERRE PASQUIER
ÉRIC PASQUIER
SOPRA GMT Represented by KATHLEEN CLARK BRACCO
MICHAEL GOLLNER ♦
JAVIER MONZÓN ♦
JEAN-LUC PLACET
SYLVIE RÉMOND

ÉRIC HAYAT
ASTRID ANCIAUX
SOLFRID SKILBRIGT
JEAN-BERNARD RAMPINI
MARIE-HÉLÈNE RIGAL-DROGERYS
JEAN-FRANÇOIS SAMMARCELLI
JESSICA SCALE

Directors representing the employees

54%
Independent Directors

46% - 54%
Distribution women- men

7
Nationalities

Sopra GMT
Ex-Steria
Independent Directors

♦ New appointment Independent Director
• New appointment Non-Voting Director
INFORMATION ABOUT PROPOSED RESOLUTIONS

• Ordinary General Meeting
  • The resolutions submitted for the approval of the Ordinary General Meeting require a quorum of at least one fifth of the total voting shares and a majority of the votes of the shareholders present or represented by proxy holders.

• Extraordinary General Meeting
  • The resolutions submitted for the approval of the Extraordinary General Meeting require a quorum representing at least one quarter of the total voting shares and a majority of two thirds of the votes of the shareholders present or represented by proxy holders.
  • As an exception to the preceding, the twenty and twenty-first resolutions, even though they are submitted for the approval of the Extraordinary General Meeting, shall require a quorum of at least one-fifth of the total voting shares and a majority of the votes of the shareholders present or represented by proxy holders.

All the resolutions proposed by the Board of Directors are presented on pages 269 and following of the 2017 Registration Document
1 | Annual General Meeting Agenda
2 | Board of Directors’ Report - 2017 financial statements and operational situation
3 | Auditors’ Reports
4 | Information about proposed resolutions
5 | Discussion
6 | Vote
7 | Closing
ANNUAL GENERAL MEETING SUMMARY

1 | Annual General Meeting Agenda
2 | Board of Directors’ Report - 2017 financial statements and operational situation
3 | Auditors’ Reports
4 | Information about proposed resolutions
5 | Discussion
6 | Vote
7 | Closing
END OF THE ANNUAL GENERAL MEETING
ALTERNATIVE PERFORMANCE MEASURES

- **Restated revenue**: Revenue for the prior year, expressed on the basis of the scope and exchange rates for the current year.

- **Organic revenue growth**: Increase in revenue between the period under review and the restated revenue for the same period in the prior financial year.

- **EBITDA**: This measure, as defined in the Registration Document, is equal to consolidated operating profit on business activity adding back depreciation, amortisation and provisions included in operating profit on business activity.

- **Operating profit on business activity**: This measure, as defined in the Registration Document, is equal to profit from recurring operations adjusted to exclude the expense relating to the cost of services rendered by the grantees of stock options and free shares and additions to the amortisation of allocated intangible assets.

- **Profit from recurring operations**: This measure is equal to operating profit before other operating income and expenses, which includes any particularly significant items of operating income and expense that are unusual, abnormal, infrequent or not predictive, presented separately in order to give a clearer picture of performance based on ordinary activities.

- **Basic recurring earnings per share**: This measure is equal to basic earnings per share before taking into account other operating income and expenses net of tax.

- **Free cash flow**: Free cash flow is defined as the net cash from operating activities, less investments (net of disposals) in tangible and intangible fixed assets, less net interest and less additional contributions to address any deficits in defined-benefit pension plans.
CONTACTS

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