

# Press release

Paris, 12 February 2007

# Sopra Group Sharp rise in 2006 revenue: €897.7m (+18.6%)

2006 organic growth: +8.5%

Organic growth in the 4<sup>th</sup> quarter: +11.2%

	Q4	Growth (%)		12 M	Growth (%)	
in M€	2006	Total	Organic	2006	Total	Organic
Consulting	11.3	4.6%	4.6%	41.0	-0.7%	-0.7%
SSI <sup>1</sup> France	149.7	11.5%	11.5%	535.7	6.1%	6.1%
SSI Europe	53.6	20.7%	12.4%	204.1	62.6%	12.8%
Axway	34.9	26.0%	10.4%	116.9	36.7%	16.2%
Total Group	249.5	14.9%	11.2%	897.7	18.6%	8.5%

Sopra Group achieved an excellent performance in 2006. Consolidated revenue for 2006 rose +18.6% to €897.7 million, including an organic growth<sup>2</sup> component of +8.5%, which is better than the market average.

Revenue rose +14.9% in the fourth quarter of the year, including an organic growth component of +11.2%, beating the forecast and reflecting the strong momentum at all Group entities. SSI France's activities are now achieving strong growth levels again.

Sopra Group has confirmed its forecast for a 2006 operating margin of more than 8%.

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<sup>&</sup>lt;sup>1</sup> SSI: Systems and Solutions Integration.

<sup>&</sup>lt;sup>2</sup> At constant exchange rates and consolidation scope.



#### Information by division

**Consulting** (Orga Consultants): The return to growth in the third and fourth quarters reflects the Group's reactivity to recruitment difficulties in the first half of the year. This activity does not include the achievements of the Business Consulting team, which is currently included under SSI France.

					12 M
	Q1	Q2	Q3	Q4	2006
Revenue 2006 (M€)	11.0	10.4	8.3	11.3	41.0
Revenue 2005 (M€)	10.9	11.6	8.0	10.8	41.3
Total growth (%)	0.9%	-10.3%	3.8%	4.6%	-0.7%
Organic growth (%)	0.9%	-10.3%	3.8%	4.6%	-0.7%

**Systems and Solutions Integration France**: Robust growth levels (+11.5%) were achieved in the fourth quarter. The best performing vertical markets were Financial Services, Public Sector and Manufacturing.

					12 M
	Q1	Q2	Q3	Q4	2006
Revenue 2006 (M€)	136.4	130.5	119.1	149.7	535.7
Revenue 2005 (M€)	123.3	132.0	115.1	134.3	504.7
Total growth (%)	10.6%	-1.1%	3.5%	11.5%	6.1%
Organic growth (%)	10.6%	-1.1%	3.5%	11.5%	6.1%

**Systems and Solutions Integration Europe**: As indicated previously, strong organic growth (+12.8%) was achieved mainly thanks to the United Kingdom (+14.7%) and Spain (+15.1%). The organic growth of the other European subsidiaries was in line with expectations, notably in Italy (+30.8%) and Switzerland (+10.3%).

	Q1	Q2	Q3	Q4	2006
Revenue 2006 (M€)	50.1	51.4	49.0	53.6	204.1
Revenue 2005 (M€)	21.1	22.7	37.3	44.4	125.5
Total growth (%)	137.4%	126.4%	31.4%	20.7%	62.6%
Organic growth (%)	19.0%	12.7%	7.5%	12.4%	12.8%

**Axway**: The fourth quarter crowns an excellent year with organic growth of +16.2%, reflecting strong business growth in France and the United States and the successful integration of Cyclone Commerce. The acquisition of the B2B business of Atos Origin in Germany, which is currently underway (as communicated on 7 December 2006) should strengthen Axway's positioning in Europe.

					12 M
	Q1	Q2	Q3	Q4	2006
Revenue 2006 (M€)	25.9	27.3	28.8	34.9	116.9
Revenue 2005 (M€)	18.6	20.3	18.9	27.7	85.5
Total growth (%)	39.2%	34.5%	52.4%	26.0%	36.7%
Organic growth (%)	16.1%	13.3%	27.4%	10.4%	16.2%

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#### Changes in the scope of consolidation

As indicated previously:

- Newell & Budge (United Kingdom) has been consolidated since 1 July 2005.
- PROFit Informatica (Spain) has been consolidated since 1 November 2005.
- Cyclone Commerce (United States) has been consolidated since 1 January 2006.

The acquisition of the B2B business of Atos Origin in Germany is currently being finalised.

#### **Upcoming events**

Publication of 2006 full-year results: Monday, 26 February 2007, following the market close. An information meeting will be held on 27 February 2007 at 11:30 am at the Hotel Meurice.

#### About Sopra Group (www.sopragroup.com)

A leader in the European consulting and IT services market, with a total workforce of 10,000, Sopra Group provides the full spectrum of services enabling companies to transform their organisations and their information systems. Sopra Group is a total solution provider, from prior strategic reflection from an executive management perspective, through to the supervision and implementation of major systems integration and application outsourcing projects. Through its subsidiary Axway, the Group pursues the worldwide deployment of its activities in both application integration and collaborative business solutions, with a complete range of solutions and services.

#### **Contacts**

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# **Appendices**

### Group revenue by quarter

					12 M
	Q1	Q2	Q3	Q4	2006
Revenue 2006 (M€)	223.4	219.6	205.2	249.5	897.7
Revenue 2005 (M€)	173.9	186.6	179.3	217.2	757.0
Total growth (%)	28.5%	17.7%	14.4%	14.9%	18.6%
Organic growth (%)	12.5%	3.0%	7.3%	11.2%	8.5%

# Revenue breakdown by division

	Revenue
	2006 (%)
Consulting	4.6%
SSI France	59.7%
SSI Europe	22.7%
Axway	13.0%
	100.0%

# ■ Breakdown and movements of Group employees (excluding external staff)

	31/12
	2006
Staff - France	6,750
Staff - International	3,160
Total	9,910
Staff at year end 2005	9,100
Integration of acquired companies	100
Net recruits	710
Total	9,910

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