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## Sopra Group: Good performance in the third quarter of 2010 with organic growth of 6%

Paris, 14 October 2010 – Sopra Group reports third-quarter 2010 revenue of €272.0 million. The business outlook for year-end 2010 remains promising across the Group, which thus confirms its guidance for the current financial year, forecasting organic growth<sup>1</sup> in the range of 4% to 5% combined with a slight improvement in its current operating margin.

3rd Quarter					
€m	2010	2009 Reported	2009 Pro forma	Total Growth	Organic Growth
CSSI Sopra Group	223.8	210.8	211.8	+ 6.2%	+ 5.7%
<i>o/w CSSI France</i>	181.7	170.5	170.6	+ 6.6%	+ 6.5%
<i>o/w CSSI Europe</i>	42.1	40.3	41.2	+ 4.5%	+ 2.2%
Axway	48.2	43.0	44.8	+ 12.1%	+ 7.6%
<b>Group Total</b>	<b>272.0</b>	<b>253.8</b>	<b>256.6</b>	<b>+ 7.2%</b>	<b>+ 6.0%</b>

### Consulting and Systems & Solutions Integration (CSSI)

Revenue came to €223.8 million, representing total growth of 6.2% and organic growth of 5.7%.

In France, these businesses posted organic growth of 6.6%, with revenue of €181.7 million. All of the Group's offerings – consulting, systems integration, outsourcing and proprietary solutions – contributed to this performance. Revenue growth was buoyed by orders from clients in the public sector as well as the financial services and utilities verticals. Business signed with targeted key accounts also contributed to performance.

The European subsidiaries have confirmed their anticipated return to growth, reporting revenue of €42.1 million, representing total growth of 4.5% and organic growth of 2.2%. The transformation programme launched for all European subsidiaries, intended to bring their offers in line with those in France, is proceeding successfully.

<sup>1</sup> At constant exchange rates and group structure.

<sup>2</sup> CSSI: Consulting and Systems & Solutions Integration.

## Axway

Revenue came to €48.2 million, representing total growth of 12.1% and organic growth of 7.6%. Sales in the three main regions (France, United States, Germany) contributed to this performance.

## Outlook

As of this writing, there are no other known events considered likely to have a material impact on the Group's financial position.

For 2010, Sopra Group confirms its forecast for organic growth as well as slight current operating margin improvements for both its CSSI businesses and Axway.

## Financial calendar

Tuesday, 22 February 2011, after the market close: publication of full-year revenue and results.

## Forward-looking information

This document contains forecasts in respect of which there are risks and uncertainties concerning the Group's future growth and profitability. The Group highlights the fact that the signature of licence contracts, which often represent investments for clients, is more significant in the second half of the year, and as a result, may lead to more or less favourable impacts on the end-of-year performance.

The actual sequence of events or results may differ from that described in this document, in light of a certain number of risks and uncertainties, as described in the 2009 Reference Document which was filed with the Autorité des Marchés Financiers (AMF) on 27 April 2010.



## Appendices

### 3<sup>rd</sup> Quarter

€m	2010	2009 Reported	2009 Pro forma	Total Growth	Organic Growth
CSSI France	181.7	170.5	170.6	+ 6.6%	+ 6.5%
CSSI United Kingdom	14.4	13.8	14.5	+ 4.3%	- 0.7%
CSSI Spain	16.0	16	16	+ 0.0%	+ 0.0%
CSSI Other countries	11.7	10.5	10.7	+ 11.4%	+ 9.3%
<b>CSSI Sopra Group</b>	<b>223.8</b>	<b>210.8</b>	<b>211.8</b>	<b>+ 6.2%</b>	<b>+ 5.7%</b>

### 9 months ended 30/09

€m	2010	2009 Reported	2009 Pro forma	Total Growth	Organic Growth
CSSI France	568.6	542.7	542.8	+ 4.8%	+ 4.8%
CSSI United Kingdom	42.9	43.2	44.7	- 0.7%	- 4.0%
CSSI Spain	49.8	53.1	53.1	- 6.2%	- 6.2%
CSSI Other countries	36.3	33.5	33.3	+ 8.4%	+ 9.0%
<b>CSSI Sopra Group</b>	<b>697.6</b>	<b>672.5</b>	<b>673.9</b>	<b>+ 3.7%</b>	<b>+ 3.5%</b>

### 9 months ended 30/09

€m	2010	2009 Reported	2009 Pro forma	Total Growth	Organic Growth
CSSI Sopra Group	697.6	672.5	673.9	+ 3.7%	+ 3.5%
<i>o/w CSSI France</i>	568.6	542.7	542.8	+ 4.8%	+ 4.8%
<i>o/w CSSI Europe</i>	129.0	129.8	131.1	- 0.6%	- 1.6%
Axway	143.4	126.1	128.5	+ 13.7%	+ 11.6%
<b>Group Total</b>	<b>841.0</b>	<b>798.6</b>	<b>802.4</b>	<b>+ 5.3%</b>	<b>+ 4.8%</b>

### Disclaimer

This document is a free translation into English of the original French press release. It is not a binding document. In the event of a conflict in interpretation, reference should be made to the French version, which is the authentic text.

### About Sopra Group

A leader in the European consulting and IT services market, Sopra Group generated revenue of 1.094 billion euros in 2009 and has a human and intellectual resource potential of over 12,000 people. Thanks to a longstanding culture of excellence and strong sector-specific, functional and technological know-how, the Group offers its clients an end to end approach based on a well-honed business model. Sopra Group's ambition is to allow its clients to focus on transformation projects that will give them a competitive edge and help them drive growth. Sopra Group's savoir-faire encompasses prior strategic reflection through to the supervision and implementation of major systems integration and application outsourcing projects. The Group also pursues the worldwide deployment of its activities in both application integration and business process management through its subsidiary Axway, a leading provider of Business Interaction Networks, with a complete range of solutions and services. For more information, please visit our website [www.sopragroup.com](http://www.sopragroup.com).

