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## Sopra Group: Strong organic growth for the first 9 months of the year (10%) and the 3<sup>rd</sup> quarter (7%)

Paris, 2 November 2011 – Sopra Group announces revenue of €769.8 million for the first nine months of 2011, representing total growth of 10.3% and organic growth of 10.0%. Revenue for the third quarter came to €240.1 million, representing total growth of 7.3% and organic growth of 7.1%.

### Year to date

€m	2011 <sup>1</sup>	2010 Reported	2010 Pro forma <sup>2</sup>	Total growth	Organic growth <sup>2</sup>
France	632.4	568.6	570.7	11.2%	10.8%
Europe (excl. France)	137.4	129.0	129.1	6.5%	6.4%
<b>Sopra Group</b>	<b>769.8</b>	<b>697.6</b>	<b>699.8</b>	<b>10.3%</b>	<b>10.0%</b>

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

€m	2011	2010 Reported	2010 Pro forma <sup>2</sup>	Total growth	Organic growth <sup>2</sup>
France	196.9	181.7	182.5	8.4%	7.9%
Europe (excl. France)	43.2	42.1	41.6	2.6%	3.8%
<b>Sopra Group</b>	<b>240.1</b>	<b>223.8</b>	<b>224.1</b>	<b>7.3%</b>	<b>7.1%</b>

<sup>1</sup> For Q1 2011, revenue was adjusted to reflect the separation of Axway's business from those of Sopra Group.

<sup>2</sup> At constant exchange rates and group structure.

## Comments on business activity

Revenue generated in France grew strongly in the first 9 months of the year to €632.4 million, representing total growth of 11.2% and organic growth of 10.8%. For the 3<sup>rd</sup> quarter alone, revenue amounted to €196.9 million, representing total growth of 8.4% and organic growth of 7.9%. A higher comparison basis in addition to one less billing day than the previous year should be taken into account when analysing performance for the 3<sup>rd</sup> quarter.

Revenue in Europe (excluding France) amounted to €137.4 million for the first 9 months of 2011, representing total growth of 6.5% and organic growth of 6.4%. Taking the 3<sup>rd</sup> quarter on its own, revenue amounted to €43.2 million, representing total growth of 2.6% and organic growth of 3.8%.

Overall, the Group's revenue, both in France and elsewhere in Europe, remained in line with forecasts.

## Outlook

With the prospect of a more challenging economic environment ahead, the first signs have emerged of a probable downturn in business. This general context will weigh on Sopra Group's year-end results. However, the Group forecasts organic growth of around 7% and an operating margin on business activity between 8.6% and 9.0% for the financial year.

## Financial calendar

Wednesday, 15 February 2012, after stock market close: publication of annual results.

Thursday, 16 February 2012 at 3.30pm: analysts' meeting at Hôtel Meurice, Paris.



## Appendix

<b>3<sup>rd</sup> Quarter</b>						
€m	<b>2011</b>	<b>2010 Reported</b>	<b>2010 Pro forma</b>	<b>Total growth</b>	<b>Organic growth</b>	
France	196.9	181.7	182.5	8.4%	7.9%	
Europe (excl. France)	43.2	42.1	41.6	2.6%	3.8%	
o/w United Kingdom	14.3	14.4	13.6	-0.7%	5.1%	
o/w Spain	15.6	16.0	16.0	-2.5%	-2.5%	
o/w Italy	8.5	7.2	7.2	18.1%	18.1%	
o/w other countries	4.8	4.5	4.8	6.7%	0.0%	
<b>Sopra Group</b>	<b>240.1</b>	<b>223.8</b>	<b>224.1</b>	<b>7.3%</b>	<b>7.1%</b>	

  

<b>Year to date</b>						
€m	<b>2011<sup>1</sup></b>	<b>2010 Reported</b>	<b>2010 Pro forma<sup>2</sup></b>	<b>Total growth</b>	<b>Organic growth<sup>2</sup></b>	
France	632.4	568.6	570.7	11.2%	10.8%	
Europe (excl. France)	137.4	129.0	129.1	6.5%	6.4%	
o/w United Kingdom	45.0	42.9	42.1	4.9%	6.9%	
o/w Spain	51.9	49.8	49.8	4.2%	4.2%	
o/w Italy	25.9	22.7	22.7	14.1%	14.1%	
o/w other countries	14.6	13.6	14.5	7.4%	0.7%	
<b>Sopra Group</b>	<b>769.8</b>	<b>697.6</b>	<b>699.8</b>	<b>10.3%</b>	<b>10.0%</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.

The forecasts in this document are contingent upon risks and uncertainties as to the Group's future growth and profitability. Readers are reminded that licence agreements, which often represent investments for our 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 2010 Reference Document submitted to the Autorité des Marchés Financiers on 8 April 2011 (in particular pages 54 and following).

## About Sopra Group

A leader in the European consulting and IT services market, Sopra Group generated revenue of 1.17 billion euros in 2010 and has a human and intellectual resource potential of over 13,000 people (including Axway). 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. For more information, please visit our website [www.sopragroup.com](http://www.sopragroup.com).

