

Sopra Group: business activity resilient in 1st quarter 2013

Paris, 22 April 2013 – Sopra Group announces revenue of €321.3 million for the first quarter of 2013, representing total growth of 11.6% and organic growth of 2.4%.

1st quarter 2013

€m	Q1 2013	Q1 2012 Pro forma	Q1 2012 Reported	Total growth	Organic growth ¹
France	208.4	203.6	203.7	2.3%	2.4%
Europe (excluding France)	59.9	57.8	53.6	11.8%	3.6%
Sopra Banking Software	53.0	52.3	30.5	73.8%	1.3%
Sopra Group	321.3	313.7	287.8	11.6%	2.4%

Comments on business activity in 1st quarter 2013

The Group posted revenue of €321.3 million for the first quarter of 2013, representing total growth of 11.6% and organic growth of 2.4%. Despite a high comparison basis and an unfavourable calendar effect, Sopra Group demonstrated its capacity to achieve a solid performance in a difficult context.

In France, business activity for the 1st quarter was robust with revenue of €208.4 million, representing total growth of 2.3% (2.4% in organic growth). However, price pressure persists and margins may be affected by investments made to initiate large-scale projects signed at the end of 2012.

In Europe (excluding France), Sopra Group continues its development and has achieved total growth of 11.8% (3.6% organic growth) with revenue of €59.9 million.

Sopra Banking Software, after a good year-end performance in 2012 (+6.9% vs. Q4 2011), continues its development. The new subsidiary generated revenue of €53.0 million after integrating the various companies acquired². The merging of the four banking solutions received a positive response from clients and market analysts, thus confirming the Group's development strategy in this high-potential segment.

¹ At constant consolidation scope and exchange rates.

² Sopra Banking Software's offering now encompasses Evolan, Delta-Bank, Thaler and Tieto Financial Solutions.

Acquisition

At the beginning of April, Sopra Group finalised the acquisition of HR Access, thus significantly reinforcing its position on the human resources management solutions market. All HR Access activities are consolidated as of the 2nd quarter 2013. On a full-year basis, Sopra Group's solutions dedicated to this market (Pléiades + HR Access) are expected to generate revenue in the region of €100 million.

Workforce

Sopra Group has announced an ambitious recruitment plan for 2013. In the first quarter, 450 staff joined the Group as new hires and 860 on the acquisition of HR Access. The Group's total workforce now comprises over 15,000 people.

Proposed dividend

Sopra Group's Board of Directors will propose to the next Annual General Meeting of Shareholders the distribution of a dividend of €1.70 per share in respect of financial year 2012, representing a total amount of €20.2 million.

Financial position

Sopra Group's financial position remains strong both with respect to bank covenants and the level of debt.

Outlook

In the current context and assuming no significant deterioration of market conditions, Sopra Group can confirm its annual objectives in terms of organic growth (from 2 to 5 %) and net debt (between 150 and 170 million euros).

Financial calendar

Thursday, 13 June 2013 at 2.30 pm: Annual General Meeting at Hotel Le Meurice, Paris.

Thursday, 1 August 2013, before market: publication of half-year results.

Thursday, 1 August 2013 at 3.30 pm: analysts' meeting, at Hotel Le Meurice, Paris.

Appendices

1st quarter 2013

€m	Q1 2013	Q1 2012 Pro forma	Q1 2012 Reported	Total growth	Organic growth ¹
France	208.4	203.6	203.7	2.3%	2.4%
Europe (excluding France)	59.9	57.8	53.6	11.8%	3.6%
o/w United Kingdom	21.1	21.8	17.5	20.6%	-3.2%
o/w Spain	17.6	19.6	19.6	-10.2%	-10.2%
o/w Italy	11.2	10.1	10.1	10.9%	10.9%
o/w Switzerland	2.8	2.9	3.0	-6.7%	-3.4%
o/w Benelux	3.4	2.6	2.6	30.8%	30.8%
o/w Germany	3.8	0.8	0.8	NS	NS
Sopra Banking Software	53.0	52.3	30.5	73.8%	1.3%
Sopra Group	321.3	313.7	287.8	11.6%	2.4%