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SOPRA STERIA

Creation of a European leader in digital transformation

DISCLAIMER

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SOPRA STERIA: A PERFECT MATCH

SOPRA'S MODEL: PROFITABLE GROWTH



- ✓ FOCUSED ON BOTTOM LINE 'BEST IN CLASS' IN TERMS OF PROFITABILITY
- ✓ THE RIGHT BALANCE BETWEEN ORGANIC AND EXTERNAL GROWTH STRONG TRACK RECORD OF SUCCESSFUL INTEGRATIONS
- ✓ A DIFFERENTIATED BUSINESS MODEL COMBINING CONSULTING, INTEGRATION AND SOFTWARE:
 - > STRONG DEVELOPMENT OF THE SOFTWARE BUSINESS
 - > PROXIMITY TO AXWAY

STERIA'S KEY STRENGTHS



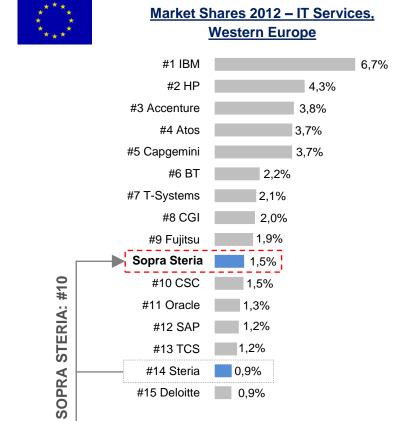
- ✓ CLEARLY COMPLEMENTARY SKILLS BPO / BPS AND INFRASTRUCTURE MANAGEMENT
- ✓ STRONG INTERNATIONAL POSITIONS ESPECIALLY IN THE UK
- ✓ A PROVEN CAPABILITY TO WIN LARGE CONTRACTS







SOPRA STERIA: A NEW EUROPEAN LEADER



#26 Sopra

0,6%

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€3.1BN REVENUES

OVER 35,000 EMPLOYEES

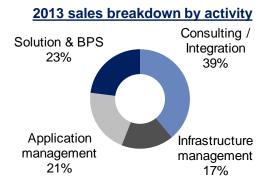
24 COUNTRIES

A WELL-BALANCED END-TO-END

SERVICE OFFERING

Other countries 27% France 47% United Kingdom 26%

2013 sales breakdown by geography





BALANCED GOVERNANCE WITH STABLE CORE SHAREHOLDERS

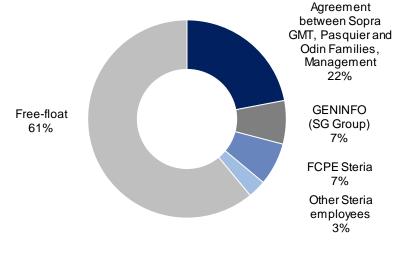
PROJECT *

BOARD OF DIRECTORS

Chairman: Pierre Pasquier

SOPRA and STERIA will be represented by **4 board members each, including Pierre Pasquier and François Enaud**, CEO, completed with 1 or 2 GENINFO representatives, independent members and employee representatives





- Sopra GMT
- Shareholder agreements
 - Sopra GMT GENINFO
 - Sopra GMT Soderi



^{*} Information concerning the new shareholding structure and the future governance are only forward-looking statements, which are, by their nature, subject to certain risks and uncertainties linked to the conditions of the envisaged transaction finalization, the success of the exchange offer, operational review and consultation of employee representation bodies, etc.



AN EXPERIENCED MANAGEMENT TEAM, FULLY COMMITTED TO THE SUCCESS OF THE INTEGRATION

PIERRE PASQUIER **FRANCOIS ENAUD PROJECT** * Chairman CEO **VINCENT PARIS Deputy CEO CHRISTOPHE CFO** LAURENT LEMAIRE STRATEGY **DE TAPOL** LAURENT **MARKETING PATRICIA** COO & OFFERS **GIOVACHINI LANGRAND** CCO **XAVIER PECQUET** JEAN-PAUL BOURBON P-Y. COMMANAY / **OLIVIER VALLET VINCENT PARIS JOHN TORRIE KJELL RUSTI ERIC PASQUIER SOLUTIONS & FRANCE** UK **EUROPEAN INFRASTRUCTURE BANKING** and Spain and Asia **DEVELOPMENT MANAGEMENT SOFTWARE** France

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A MERGER PROJECT THAT WILL CREATE SIGNIFICANT VALUE

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OUR PRIORITIES DURING THE INTEGRATION PHASE

- **✓ FRANCE**
- > REORGANIZATION OF STERIA FRANCE AND IMPLEMENTATION OF SYNERGIES
- ✓ UNITED KINGDOM
 - > CROSS-SELLING, SPECIFICALLY WITHIN FINANCIAL SERVICES
 - > IMPLEMENTATION OF SYNERGIES
- ✓ SOFTWARE
 - > BROADEN AND STRENGTHEN SOPRA'S OFFERING WITH STERIA'S SOLUTIONS
- ✓ SYNERGIES OF €62M ON A RUN-RATE BASIS, LEADING TO A 2% IMPROVEMENT OF THE COMBINED OPERATING MARGIN BY 2016⁽¹⁾









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- CREATION OF A EUROPEAN LEADER IN DIGITAL TRANSFORMATION
- STRONG GEOGRAPHIC FIT AND HIGHLY COMPLEMENTARY SERVICES AND SOLUTIONS
- 3 STRONG POTENTIAL FOR VALUE CREATION THROUGH THE IMPLEMENTATION OF WELL-IDENTIFIED LEVERS
- EXPERIENCED AND DEDICATED MANAGEMENT TEAM
- CLEAR AMBITIONS (€4BN REVENUES / 10% OPERATING MARGIN)



