SOPRA STERIA
Creation of a European leader in digital transformation
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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

A NEW GROUP WITH STRONG LEADERSHIP POSITIONS
SOPRA STERIA: A NEW EUROPEAN LEADER

Market Shares 2012 – IT Services, Western Europe

- #1 IBM: 6.7%
- #2 HP: 4.3%
- #3 Accenture: 3.8%
- #4 Atos: 3.7%
- #5 Capgemini: 3.7%
- #6 BT: 2.2%
- #7 T-Systems: 2.1%
- #8 CGI: 2.0%
- #9 Fujitsu: 1.9%
- Sopra Steria: 1.5%
- #10 CSC: 1.5%
- #11 Oracle: 1.3%
- #12 SAP: 1.2%
- #13 TCS: 1.2%
- #14 Steria: 0.9%
- #15 Deloitte: 0.9%
- #26 Sopra: 0.6%

2013 sales breakdown by geography
- France: 47%
- United Kingdom: 26%
- Other countries: 27%

2013 sales breakdown by activity
- Consulting / Integration: 39%
- Solution & BPS: 23%
- Application management: 21%
- Infrastructure management: 17%

€3.1BN REVENUES
OVER 35,000 EMPLOYEES
A WELL-BALANCED END-TO-END SERVICE OFFERING

Source: Gartner. Market shares based on IT Services revenues, excluding licence and software revenues
Capita Group excluded from European ranking
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

* 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

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A MERGER PROJECT THAT WILL CREATE SIGNIFICANT VALUE

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)

Note: (1) Based on 2013 pro forma sales
IN SUMMARY

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