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## Good start to the year for Sopra Group with 10% organic growth in the first quarter

*Paris, 26 April 2011* – Sopra Group reports consolidated revenue for first quarter 2011 of €309.2 million, representing organic growth of 10.3%. All of the Group's businesses contributed to this performance.

1 <sup>st</sup> Quarter					
<i>M€</i>	2011	2010 Published	2010 Pro forma <sup>1</sup>	Total growth	Organic growth <sup>1</sup>
CSSI Sopra Group	262.1	235.1	235.9	11.5%	11.1%
<i>o/w CSSI France</i>	213.9	192.8	192.7	10.9%	11.0%
<i>o/w CSSI Europe</i>	48.2	42.3	43.2	13.9%	11.6%
Axway	47.1	43.8	44.3	7.5%	6.3%
<b>Sopra Group</b>	<b>309.2</b>	<b>278.9</b>	<b>280.2</b>	<b>10.9%</b>	<b>10.3%</b>

### Consulting and Systems and Solutions Integration

Revenue for the CSSI businesses taken together came to €262.1 million, representing total growth of 11.5% and organic growth of 11.1%.

Revenue in France amounted to €213.9 million, representing organic growth of 11.0%. The Group's consulting services, fixed-price projects and application outsourcing offerings, together with its application solutions, all achieved positive growth. Performance was especially strong in the financial services, utilities and public sector verticals.

Revenue in Europe (excluding France) amounted to €48.2 million, representing organic growth of 11.6%. Although this constitutes an excellent performance, due in part to a favourable basis for comparison, the Group continues to see the potential to further strengthen its business across the region. The transformation programme launched for all subsidiaries, intended to bring their offers in line with those in France, is proceeding as planned.

For all of these businesses, efforts undertaken over the last several years to roll out an industrialised delivery model have generated productivity gains and have built confidence among the Group's key accounts.

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

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

## Axway

Revenue for Axway came to €47.1 million, representing total growth of 7.5% and organic growth of 6.3%. It should be noted that the company's emergence from the economic crisis that had weakened its performance in 2009 resulted in significant revenue growth during the first quarter of 2010, thus creating a less favourable basis for comparison.

## Workforce

Sopra Group has announced a recruitment programme which calls for a gross total of 2,500 new hires in 2011. During the first quarter this year, 900 employees have joined the Group. At 31 March 2011, the Group's total workforce comprised 13,700 persons.

## Proposed listing of Axway

Sopra Group continues to examine the terms and conditions for the proposed spin-off of Axway's business. The employee representative bodies have decided in favour of this proposal. The Group intends to submit the proposed operation to its shareholders for approval in the second quarter of 2011 unless adverse circumstances dictate otherwise, on the basis of a prospectus describing the terms and conditions of the operation and providing the information necessary for the shareholders of the new listed company (Axway), which the Group plans to publish at the latest one month before a Shareholders' Meeting, once the AMF's visa has been obtained.

## Financial calendar

Tuesday, 10 May 2011 at 2.30 pm: Annual Shareholders' Meeting at the Centre Etoile Saint-Honoré, Paris.

Tuesday, 26 July 2011 after market: Publication of second quarter revenue.

Wednesday, 31 August 2011 after market: Publication of half-year results.

Thursday, 1 September 2011 at 11.30 am: Analysts' meeting.

## Appendices

### 1<sup>st</sup> Quarter – CSSI performance by geographic region

<i>M€</i>	2011	2010 Reported	2010 Pro forma	Total growth	Organic growth
CSSI France	213.9	192.8	192.7	10.9%	11.0%
CSSI United Kingdom	16.4	14.4	15.0	13.9%	9.3%
CSSI Spain	18.1	16.1	16.1	12.4%	12.4%
CSSI Italy	8.5	7.2	7.2	18.1%	18.1%
CSSI Other countries	5.2	4.6	4.9	13.0%	6.1%
<b>CSSI Sopra Group</b>	<b>262.1</b>	<b>235.1</b>	<b>235.9</b>	<b>11.5%</b>	<b>11.1%</b>



## Forward-looking information

This press release 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, are 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 2010 Reference Document which was filed with the *Autorité des Marchés Financiers* (AMF) on 8 April 2011 (notably on pages 54 et seq.).

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## About Sopra Group

A leader in the European consulting and IT services market, Sopra Group generated revenue of 1.169 billion euros in 2010 and has a human and intellectual resource potential of over 13,000 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).

