

## Consolidated balance sheet

<b>ASSETS</b> (in thousands of euros)	<b>31/12/2013</b>	<b>31/12/2012</b>	<b>31/12/2011</b>
Goodwill	317 457	314 626	190 871
Intangible assets	54 038	59 152	2 812
Property and equipment	49 159	39 193	39 585
Equity-accounted investments in associates	118 784	113 824	109 402
Other non-current assets	4 924	3 997	2 975
Deferred tax assets	25 592	34 453	20 952
<b>Non-current assets</b>	<b>569 954</b>	<b>565 245</b>	<b>366 597</b>
Stocks and work in progress	205	490	178
Trade accounts receivable	442 413	384 262	344 994
Other current receivables	63 657	33 700	25 332
Cash and cash equivalents	102 230	47 359	33 267
<b>Current assets</b>	<b>608 505</b>	<b>465 811</b>	<b>403 771</b>
<b>TOTAL ASSETS</b>	<b>1 178 459</b>	<b>1 031 056</b>	<b>770 368</b>
<b>LIABILITIES AND EQUITY</b> (in thousands of euros)	<b>31/12/2013</b>	<b>31/12/2012</b>	<b>31/12/2011</b>
Share capital	11 920	11 893	11 893
Capital reserves	13 192	9 533	7 951
Consolidated reserves and other reserves	261 389	228 226	191 192
Profit for the year	71 402	55 600	62 872
<b>Equity – Group share</b>	<b>357 903</b>	<b>305 252</b>	<b>273 908</b>
<b>Minority interests</b>	<b>9</b>	<b>1</b>	<b>3</b>
<b>TOTAL EQUITY</b>	<b>357 912</b>	<b>305 253</b>	<b>273 911</b>
Financial debt – long-term portion	135 499	178 367	26 382
Deferred tax liabilities	2 133	17 966	78
Provision for post-employment benefits	58 740	48 552	40 777
Non-current provisions	12 384	6 724	5 071
Other non-current liabilities	5 196	7 979	11 946
<b>Non-current liabilities</b>	<b>213 952</b>	<b>259 588</b>	<b>84 254</b>
Financial debt – short-term portion	121 310	73 048	53 273
Trade payables	68 910	56 092	54 768
Other current liabilities	416 375	337 075	304 162
<b>Current liabilities</b>	<b>606 595</b>	<b>466 215</b>	<b>412 203</b>
<b>TOTAL LIABILITIES</b>	<b>820 547</b>	<b>725 803</b>	<b>496 457</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1 178 459</b>	<b>1 031 056</b>	<b>770 368</b>

## Consolidated income statement

<i>(in thousands of euros)</i>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Revenue</b>	<b>1 348 995</b>	<b>1 216 729</b>	<b>1 050 260</b>
Staff costs	-911 911	-811 780	-701 383
External expenses and purchases	-306 294	-271 798	-233 456
Taxes and duties	-17 625	-15 399	-15 616
Depreciation, amortisation, provisions and impairment	-21 263	-16 958	-13 580
Other current operating income and expenses	17 022	8 787	6 233
<b>Operating profit on business activity</b>	<b>108 924</b>	<b>109 581</b>	<b>92 458</b>
<i>as % of revenue excl. VAT</i>	8,1%	9,0%	8,8%
Expenses related to stock options and related items	-2 973	-2 196	-444
Amortisation of allocated intangible assets	-4 855	-4 213	-335
<b>Profit from recurring operations</b>	<b>101 096</b>	<b>103 172</b>	<b>91 679</b>
<i>as % of revenue excl. VAT</i>	7,5%	8,5%	8,7%
Other operating income and expenses	2 849	-11 880	6 254
<b>Operating profit</b>	<b>103 945</b>	<b>91 292</b>	<b>97 933</b>
<i>as % of revenue excl. VAT</i>	7,7%	7,5%	9,3%
Cost of net financial debt	-6 980	-7 194	-4 098
Other financial income and expenses	-1 439	-1 027	602
Tax charge	-32 546	-33 540	-36 176
Net profit from associates	8 430	6 068	5 993
<b>Net profit from continuing operations</b>	<b>71 410</b>	<b>55 599</b>	<b>64 254</b>
Net profit from discontinued operations	-	0	-1 380
<b>CONSOLIDATED NET PROFIT</b>	<b>71 410</b>	<b>55 599</b>	<b>62 874</b>
<i>as % of revenue excl. VAT</i>	5,3%	4,6%	6,0%
Minority interests	8	-1	2
<b>Attributable to Group</b>	<b>71 402</b>	<b>55 600</b>	<b>62 872</b>
<b>EARNINGS PER SHARE</b> <i>in euros</i>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Basic earnings per share</b>	<b>6,00</b>	<b>4,67</b>	<b>5,29</b>
<b>Fully diluted earnings per share</b>	<b>5,92</b>	<b>4,62</b>	<b>5,29</b>

## Consolidated statement of changes in net debt

<i>in thousands of euros</i>	2013	2012	2011
<b>NET DEBT AT 1 JANUARY (A)</b>	<b>-204 057</b>	<b>-46 388</b>	<b>-57 155</b>
<b>Cash from operations after cost of net debt and tax</b>	<b>54 088</b>	<b>71 493</b>	<b>60 250</b>
Cost of net financial debt	6 980	7 194	4 098
Income taxes (including deferred tax)	32 547	33 540	36 176
<b>Cash from operations before cost of net debt and tax</b>	<b>93 615</b>	<b>112 227</b>	<b>100 524</b>
Income taxes paid	-36 767	-41 820	-38 682
Changes in working capital requirements	-1 673	-8 604	-1 341
<b>Net cash from operating activities</b>	<b>55 175</b>	<b>61 803</b>	<b>60 501</b>
Net cash used in investing activities	-20 869	-7 704	-13 837
Net interest paid	-6 907	-6 847	-3 485
<b>Available net cash flow</b>	<b>27 399</b>	<b>47 252</b>	<b>43 179</b>
Impact of changes in scope	41 035	-182 383	-29 829
Financial investments	-870	-145	-16 220
Dividends	-20 204	-22 562	-56 068
Dividends collected from equity-accounted associates	1 851	1 322	-
Capital increase in cash	1 365	0	1 190
Other changes	-478	206	67 345
Net cash from (used in) discontinued operations (Axway)	-	0	12 638
<b>TOTAL NET CHANGE DURING THE YEAR (B)</b>	<b>50 098</b>	<b>-156 310</b>	<b>22 235</b>
Impact of changes in foreign exchange rates (C)	-620	-1 359	-362
Net debt of discontinued operations (Axway) (D)	-	0	-11 106
<b>NET DEBT AT 31 DECEMBER (A+B+C+D)</b>	<b>-154 579</b>	<b>-204 057</b>	<b>-46 388</b>

## Consolidated cash flow statement

<i>in thousands of euros</i>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Consolidated net profit (including minority interests)</b>	<b>71 410</b>	<b>55 599</b>	<b>62 874</b>
Profit after tax from discontinued operations	-	0	1 380
Net increase in depreciation, amortisation and provisions	22 328	20 865	63 609
Unrealised gains and losses relating to changes in fair value	567	125	-443
Share-based payment expense	2 973	2 196	444
Other calculated income and expense	-36 240	-1 060	-706
Gains and losses on disposal	1 481	-164	-60 915
Share of net profit of equity-accounted companies	-8 431	-6 068	-5 993
<b>Cash from operations after cost of net debt and tax</b>	<b>54 088</b>	<b>71 493</b>	<b>60 250</b>
Cost of net financial debt	6 980	7 194	4 098
Income taxes (including deferred tax)	32 547	33 540	36 176
<b>Cash from operations before cost of net debt and tax (A)</b>	<b>93 615</b>	<b>112 227</b>	<b>100 524</b>
Tax paid (B)	-36 767	-41 820	-38 682
Changes in operating working capital requirements (included liabilities related to employee benefits) (C)	-1 673	-8 604	-1 341
<b>Net cash from operating activities (D) = (A+B+C)</b>	<b>55 175</b>	<b>61 803</b>	<b>60 501</b>
Purchase of tangible and intangible fixed assets	-17 110	-6 781	-10 065
Proceeds from sale of tangible and intangible fixed assets	210	3 124	86
Purchase of financial assets	-1 165	-799	-336
Proceeds from sale of financial assets	295	654	367
Impact of changes in scope	41 086	-175 459	-29 829
Dividends received (equity-accounted companies, non-consolidated securities)	1 851	1 322	-
Change in loans and advances granted by the Company	-	0	68 422
Other cash flow relating to investing activities	-	0	-16 251
<b>Net cash from (used in) investing activities (E)</b>	<b>25 167</b>	<b>-177 939</b>	<b>12 394</b>
Proceeds on issue of shares	-	0	-
Proceeds on the exercise of stock options	1 365	0	1 190
Purchase and proceeds from disposal of treasury shares	8	679	-395
Dividends paid during the year	-	-	-
- Dividends paid to shareholders of Sopra Group SA	-20 204	-22 562	-56 068
- Dividends paid to minority interests of consolidated companies	-	0	-
Change in borrowings	-12 898	126 639	-53 392
Net interest paid (including finance leases)	-6 907	-6 847	-3 485
Other cash flow relating to financing activities	-2 361	5 400	3 172
<b>Net cash from (used in) financing activities (F)</b>	<b>-40 997</b>	<b>103 309</b>	<b>-108 978</b>
Effect of foreign exchange rate changes (G)	-620	-1 359	-362
<b>Net cash from (used in) discontinued operations (H)</b>	<b>-</b>	<b>0</b>	<b>12 980</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS (D+E+F+G+H)</b>	<b>38 725</b>	<b>-14 186</b>	<b>-23 465</b>
Opening cash position	2 460	16 646	53 581
Cash relating to discontinued operations	-	0	-13 470
Closing cash position	41 185	2 460	16 646