

# BUSINESS MODEL

NFPS

**Our Business:** modernise our customers' IT infrastructures by securely moving, integrating or exposing their data to contribute to their business performance in a digital model

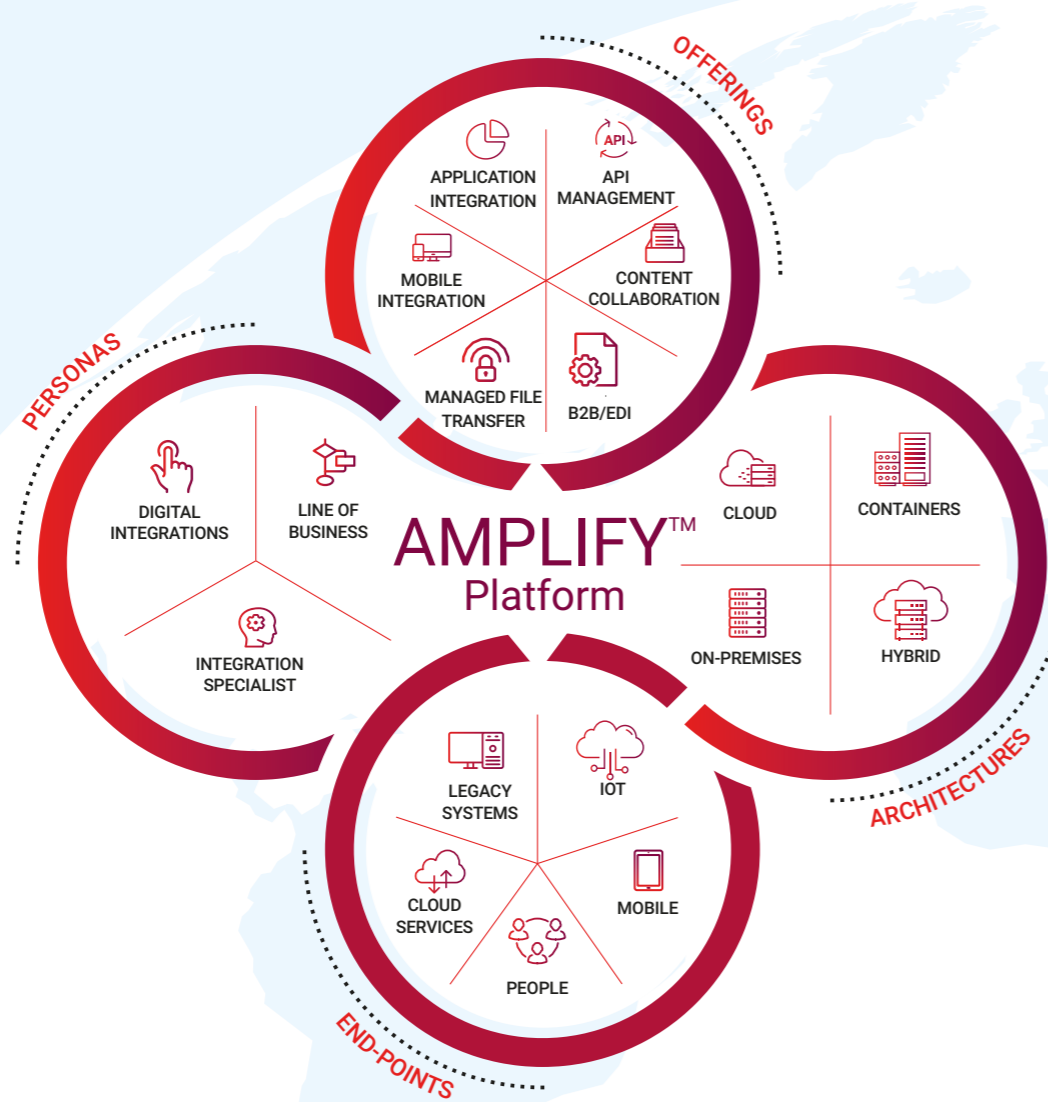
TRENDS IN THE INFRASTRUCTURE SOFTWARE MARKET



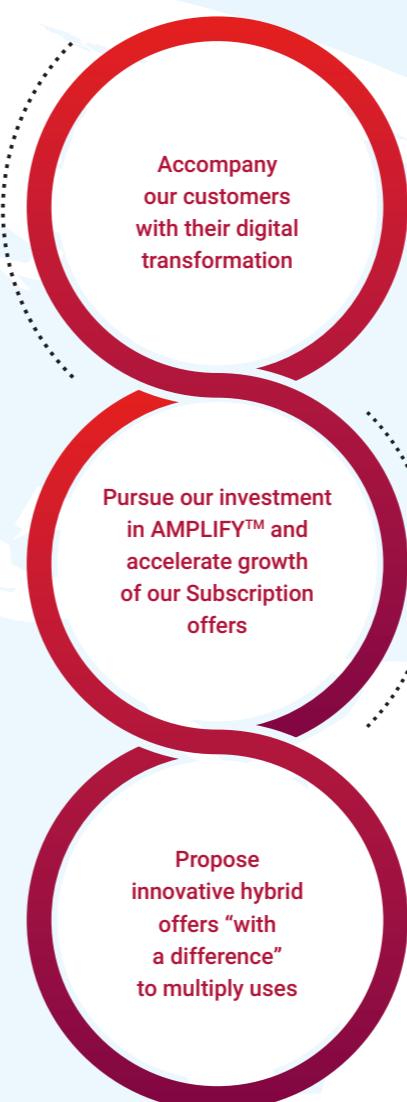
## Our Strengths

- TALENT**
  - 1,885 employees
  - Our businesses: R&D, Customer Success Organisation and Support structures
  - International diversity
- INNOVATION**
  - €61 million R&D investment in 2019
  - 63 technology patents filed
- SOLUTIONS**
  - Digital transformation for 11,000 customers
  - Reputed technological expertise
  - Robust and diverse product portfolio: API / iPaaS / MFT / B2B / EDI / mobile...
  - AMPLIFY™ hybrid integration platform
- STRUCTURE**
  - Revenue: €300 million (69% recurring)
  - Operating profit margin: 8.6%
  - Locations in 17 countries
  - Distribution in over 100 countries
  - Governance shared by a Board of Directors and an Executive Committee
  - Independent project supported by a family shareholding structure and historical proximity with Sopra Steria Group
  - Financial capacity underpinning organic and external growth
- COMMITMENTS**
  - Ethical commitment
  - Initiative, quality and rigour

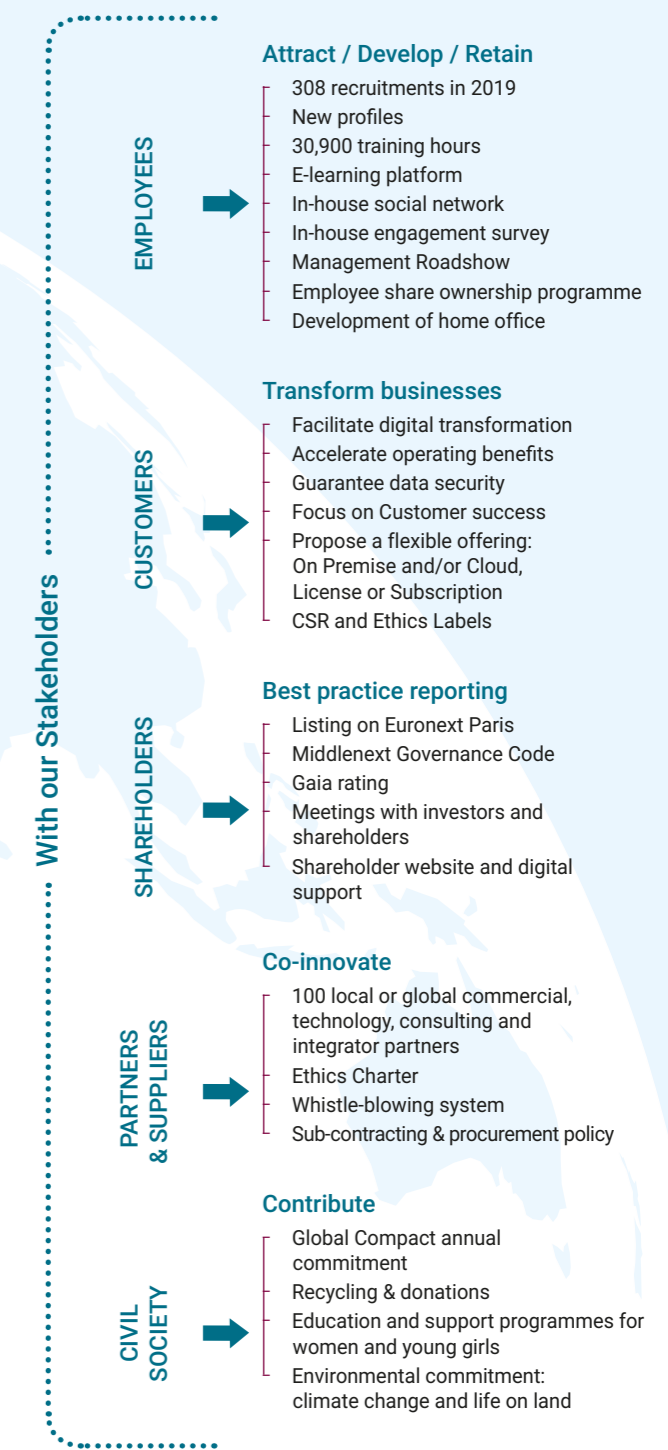
## Our Offer



## Our Strategy



## Our Value Creation



### Our goal

Become the market leader in Hybrid Integration Platforms

(HIP) by end-2020