



## Consolidated balance sheet

<b>ASSETS</b> <i>(in thousands of euros)</i>	<b>31/12/2012</b>	<b>31/12/2011</b>	<b>31/12/2010</b>
Goodwill	196 556	169 578	165 672
Intangible assets	30 998	19 440	20 845
Property and equipment	6 251	4 883	3 478
Financial assets	833	819	650
Deferred tax assets	17 705	14 482	17 942
<b>Non-current assets</b>	<b>252 343</b>	<b>209 202</b>	<b>208 587</b>
Inventories	337	606	505
Trade accounts receivable	72 202	57 056	65 765
Other current receivables	16 817	13 809	11 171
Cash and cash equivalents	35 378	23 801	22 379
<b>Current assets</b>	<b>124 734</b>	<b>95 272</b>	<b>99 820</b>
<b>TOTAL ASSETS</b>	<b>377 077</b>	<b>304 474</b>	<b>308 407</b>

<b>LIABILITIES AND EQUITY</b> <i>(in thousands of euros)</i>	<b>31/12/2012</b>	<b>31/12/2011</b>	<b>31/12/2010</b>
Share capital	40 642	40 301	75 620
Capital reserves	102 631	99 199	1 169
Consolidated reserves and other reserves	66 017	52 477	44 711
Profit for the period	24 660	21 456	26 595
<b>Equity - Group share</b>	<b>233 950</b>	<b>213 433</b>	<b>148 095</b>
<b>Minority interests</b>	<b>1</b>	<b>2</b>	<b>2</b>
<b>TOTAL EQUITY</b>	<b>233 951</b>	<b>213 435</b>	<b>148 097</b>
Financial debt - long-term portion	36 876	1 968	70 206
Deferred tax liabilities	6 872	6 998	9 182
Other non-current liabilities	9 395	7 545	8 270
<b>Non-current liabilities</b>	<b>53 143</b>	<b>16 511</b>	<b>87 658</b>
Financial debt - short-term portion	5 253	530	352
Trade payables	9 966	8 184	7 460
Other current liabilities	74 764	65 814	64 840
<b>Current liabilities</b>	<b>89 983</b>	<b>74 528</b>	<b>72 652</b>
<b>TOTAL LIABILITIES</b>	<b>143 126</b>	<b>91 039</b>	<b>160 310</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>377 077</b>	<b>304 474</b>	<b>308 407</b>



## Consolidated income statement

	2012	2011	2010
<i>in thousands of euros</i>	Amount	Amount	Amount
<b>Revenue</b>	<b>224 320</b>	<b>217 244</b>	<b>208 421</b>
Staff costs	-139 976	-132 619	-130 878
Purchases consumed and external expenses	-48 727	-50 629	-48 479
Taxes and duties	-2 161	-1 612	-1 486
Depreciation, amortisation, provisions and impairment	-4 906	-2 909	-1 727
Other operating expenses and income from recurring operations	6 416	5 828	5 234
<b>Operating profit on business activity</b>	<b>34 966</b>	<b>35 303</b>	<b>31 085</b>
<b>as % of revenue</b>	<b>15,6%</b>	<b>16,3%</b>	<b>14,9%</b>
Expenses related to stock options	-1 147	-146	0
Amortisation of allocated intangible assets	-2 130	-1 858	-1 944
<b>Profit from recurring operations</b>	<b>31 689</b>	<b>33 299</b>	<b>29 141</b>
<b>as % of revenue</b>	<b>14,1%</b>	<b>15,3%</b>	<b>14,0%</b>
Other operating income and expenses	-2 939	3 967	-3 583
<b>Operating profit</b>	<b>28 750</b>	<b>29 332</b>	<b>25 558</b>
<b>as % of revenue</b>	<b>12,8%</b>	<b>13,5%</b>	<b>12,3%</b>
Cost of net financial debt	-51	1 633	1 715
Other financial income and expense	-63	-1 034	-293
Tax charge	-3 976	-5 208	3 046
<b>Net profit for the period from continuing operations</b>	<b>24 660</b>	<b>21 457</b>	<b>26 596</b>
<b>Net profit</b>	<b>24 660</b>	<b>21 457</b>	<b>26 596</b>
<b>as % of revenue</b>	<b>11,0%</b>	<b>9,9%</b>	<b>12,8%</b>
Minority interests	0	1	1
Attributable to Group	24 660	21 456	26 595
Basic earnings per share	1,22	1,20	1,67
Fully diluted earnings per share	1,21	1,18	1,67



## Consolidated statement of changes in net debt

<i>in thousands of euros</i>	31/12/2012	31/12/2011	31/12/2010
<b>NET DEBT AT BEGINNING OF PERIOD (A)</b>	<b>-21 303</b>	<b>48 179</b>	<b>67 123</b>
<b>Cash from operations after cost of net debt and tax</b>	<b>30 955</b>	<b>26 247</b>	<b>29 225</b>
Cost of net financial debt	51	1 633	1 715
Income taxes (including deferred tax)	3 976	5 208	-3 046
<b>Cash from operations before changes in working capital</b>	<b>34 982</b>	<b>33 088</b>	<b>27 894</b>
Taxes paid	-4 151	-5 830	-6 587
Changes in working capital requirements	-10 779	8 078	2 517
<b>Net cash from operating activities</b>	<b>20 052</b>	<b>35 336</b>	<b>23 824</b>
Change related to investing activity	-6 193	-3 389	-2 874
Net interest paid	-63	-1 633	-1 715
<b>Available net cash flow</b>	<b>13 796</b>	<b>30 314</b>	<b>19 235</b>
Impact of changes in scope	- 39 401	-	-
Financial investments	33	-166	82
Dividends paid	-5 025	21 785	-
Capital increase in cash	2 149	61 195	-
Other changes	498	-541	-15
<b>TOTAL NET CHANGE DURING THE PERIOD (B)</b>	<b>-27 950</b>	<b>69 017</b>	<b>19 302</b>
Impact of changes in foreign exchange rates	-104	465	- 358
<b>NET DEBT AT END OF PERIOD (A-B)</b>	<b>6 751</b>	<b>-21 303</b>	<b>48 179</b>



## Consolidated cash flow statement

<i>in thousands of euros</i>	31/12/2012	31/12/2011	31/12/2010
<b>Consolidated net profit (including minority interests)</b>	<b>24 660</b>	<b>21 457</b>	<b>26 596</b>
Net increase in depreciation, amortisation and provisions	5 830	4 365	3 863
Unrealised gains and losses relating to changes in fair value	-	-	-
Share-based payment expense	1 147	146	-
Other calculated income and expense	-555	437	-1 272
Gains and losses on disposal	-127	-158	38
<b>Cash from operations after cost of net debt and tax</b>	<b>30 955</b>	<b>26 247</b>	<b>29 225</b>
Cost of net financial debt	51	1 633	1 715
Income taxes (including deferred tax)	3 976	5 208	-3 046
<b>Cash from operations before cost of net debt and tax (A)</b>	<b>34 982</b>	<b>33 088</b>	<b>27 894</b>
Tax paid (B)	-4 151	-5 830	-6 587
Changes in operating working capital requirements (included liabilities related to employee benefits) (C)	-10 779	8 078	2 517
<b>Net cash from operating activities (D) = (A+B+C)</b>	<b>20 052</b>	<b>35 336</b>	<b>23 824</b>
Purchase of tangible and intangible fixed assets	-6 194	-3 456	-2 876
Proceeds from sale of tangible and intangible fixed assets	1	67	2
Purchase of financial assets	-116	-343	-41
Proceeds from sale of financial assets	149	177	123
Impact of changes in the scope of consolidation	-39 401	-	4
<b>Net cash from (used in) investing activities (E)</b>	<b>-45 561</b>	<b>-3 555</b>	<b>-2 796</b>
Proceeds on issue of shares	-	61 195	-
Proceeds on the exercise of stock options	2 149	-	-
Purchase and proceeds from disposal of treasury shares	64	549	-
<b>Dividends paid during the period:</b>			
- Dividends paid to shareholders of Sopra Group SA	-5 025	21 784	-
- Dividends paid to minority interests of consolidated expenses	1	1	-
Change in borrowings	40 000	-	-
Change in current account - Sopra Group	-	-68 432	-8 179
Net interest paid (including finance leases)	-63	-1 633	-1 715
Other cash flow relating to financing activities	184	359	212
<b>Net cash from (used in) financing activities (F)</b>	<b>37 308</b>	<b>-30 845</b>	<b>-9 682</b>
Effect of foreign exchange rate changes (G)	-104	465	-358
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS (D+E+F+G)</b>	<b>11 695</b>	<b>1 401</b>	<b>10 988</b>
Opening cash position	23 675	22 274	11 286
Closing cash position	35 370	23 675	22 274