

Consolidated balance sheet

ASSETS <i>(in thousands of euros)</i>	31/12/2013	31/12/2012	31/12/2011
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
Non-current assets	569 954	565 245	366 597
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
Current assets	608 505	465 811	403 771
TOTAL ASSETS	1 178 459	1 031 056	770 368
LIABILITIES AND EQUITY <i>(in thousands of euros)</i>	31/12/2013	31/12/2012	31/12/2011
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
Equity – Group share	357 903	305 252	273 908
Minority interests	9	1	3
TOTAL EQUITY	357 912	305 253	273 911
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
Non-current liabilities	213 952	259 588	84 254
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
Current liabilities	606 595	466 215	412 203
TOTAL LIABILITIES	820 547	725 803	496 457
TOTAL LIABILITIES AND EQUITY	1 178 459	1 031 056	770 368

Consolidated income statement

<i>(in thousands of euros)</i>	2013	2012	2011
Revenue	1 348 995	1 216 729	1 050 260
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
Operating profit on business activity	108 924	109 581	92 458
<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
Profit from recurring operations	101 096	103 172	91 679
<i>as % of revenue excl. VAT</i>	7,5%	8,5%	8,7%
Other operating income and expenses	2 849	-11 880	6 254
Operating profit	103 945	91 292	97 933
<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
Net profit from continuing operations	71 410	55 599	64 254
Net profit from discontinued operations	-	0	-1 380
CONSOLIDATED NET PROFIT	71 410	55 599	62 874
<i>as % of revenue excl. VAT</i>	5,3%	4,6%	6,0%
Minority interests	8	-1	2
Attributable to Group	71 402	55 600	62 872
EARNINGS PER SHARE <i>in euros</i>	2013	2012	2011
Basic earnings per share	6,00	4,67	5,29
Fully diluted earnings per share	5,92	4,62	5,29

Consolidated statement of changes in net debt

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

Consolidated cash flow statement

<i>in thousands of euros</i>	2013	2012	2011
Consolidated net profit (including minority interests)	71 410	55 599	62 874
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
Cash from operations after cost of net debt and tax	54 088	71 493	60 250
Cost of net financial debt	6 980	7 194	4 098
Income taxes (including deferred tax)	32 547	33 540	36 176
Cash from operations before cost of net debt and tax (A)	93 615	112 227	100 524
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
Net cash from operating activities (D) = (A+B+C)	55 175	61 803	60 501
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
Net cash from (used in) investing activities (E)	25 167	-177 939	12 394
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
Net cash from (used in) financing activities (F)	-40 997	103 309	-108 978
Effect of foreign exchange rate changes (G)	-620	-1 359	-362
Net cash from (used in) discontinued operations (H)	-	0	12 980
NET CHANGE IN CASH AND CASH EQUIVALENTS (D+E+F+G+H)	38 725	-14 186	-23 465
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