

sopra

steria

SOPRA STERIA

Creation of a European leader in digital transformation

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SOPRA STERIA: A PERFECT MATCH

SOPRA'S MODEL: PROFITABLE GROWTH



- ✓ **FOCUSED ON BOTTOM LINE** – 'BEST IN CLASS' IN TERMS OF PROFITABILITY
- ✓ **THE RIGHT BALANCE BETWEEN ORGANIC AND EXTERNAL GROWTH** – STRONG TRACK RECORD OF SUCCESSFUL INTEGRATIONS
- ✓ **A DIFFERENTIATED BUSINESS MODEL COMBINING CONSULTING, INTEGRATION AND SOFTWARE:**
 - STRONG DEVELOPMENT OF THE SOFTWARE BUSINESS
 - PROXIMITY TO AXWAY

STERIA'S KEY STRENGTHS



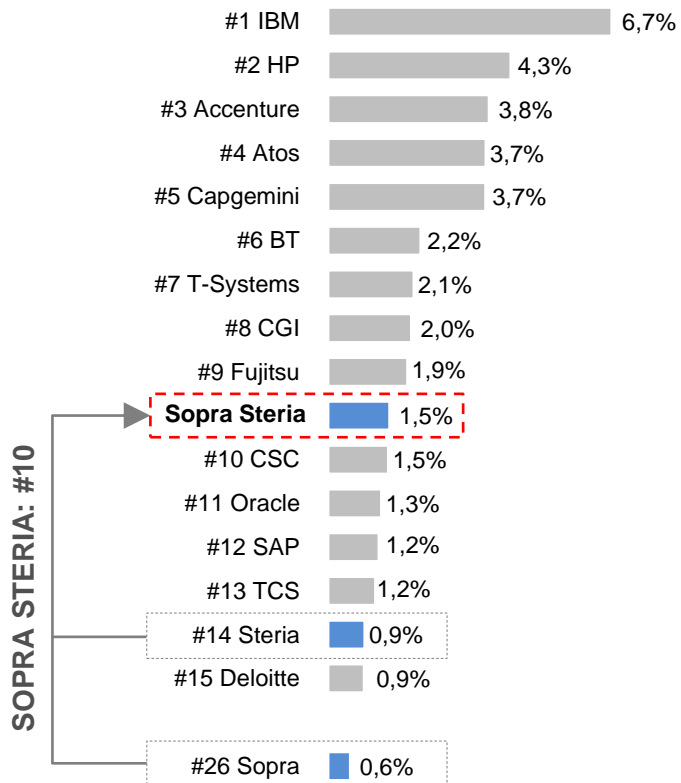
- ✓ **CLEARLY COMPLEMENTARY SKILLS** – BPO / BPS AND INFRASTRUCTURE MANAGEMENT
- ✓ **STRONG INTERNATIONAL POSITIONS** – ESPECIALLY IN THE UK
- ✓ **A PROVEN CAPABILITY TO WIN LARGE CONTRACTS**

A NEW GROUP WITH STRONG LEADERSHIP POSITIONS

SOPRA STERIA: A NEW EUROPEAN LEADER



Market Shares 2012 – IT Services, Western Europe



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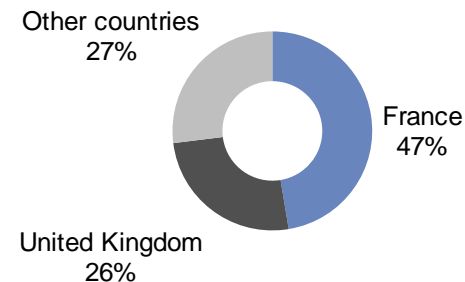
€3.1BN REVENUES

OVER 35,000 EMPLOYEES

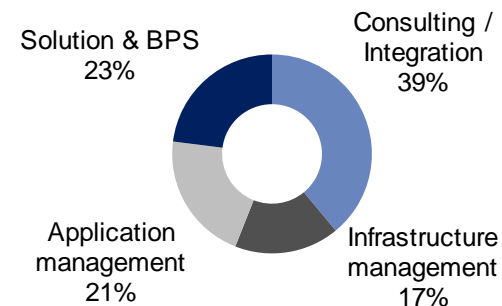
24 COUNTRIES

A WELL-BALANCED END-TO-END SERVICE OFFERING

2013 sales breakdown by geography



2013 sales breakdown by activity



BALANCED GOVERNANCE WITH STABLE CORE SHAREHOLDERS

PROJECT *

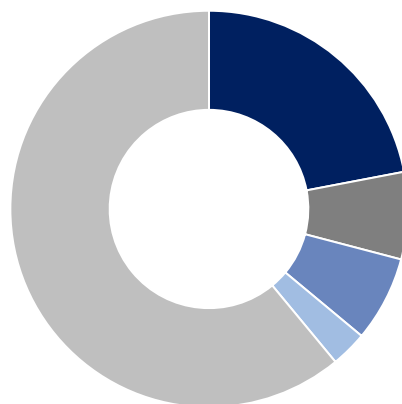
BOARD OF DIRECTORS

Chairman: Pierre Pasquier

SOPRA and STERIA will be represented by 4 board members each, including Pierre Pasquier and François Enaud, CEO, completed with 1 or 2 GENINFO representatives, independent members and employee representatives

REFERENCE SHAREHOLDERS

Free-float
61%



Agreement
between Sopra
GMT, Pasquier and
Odin Families,
Management
22%

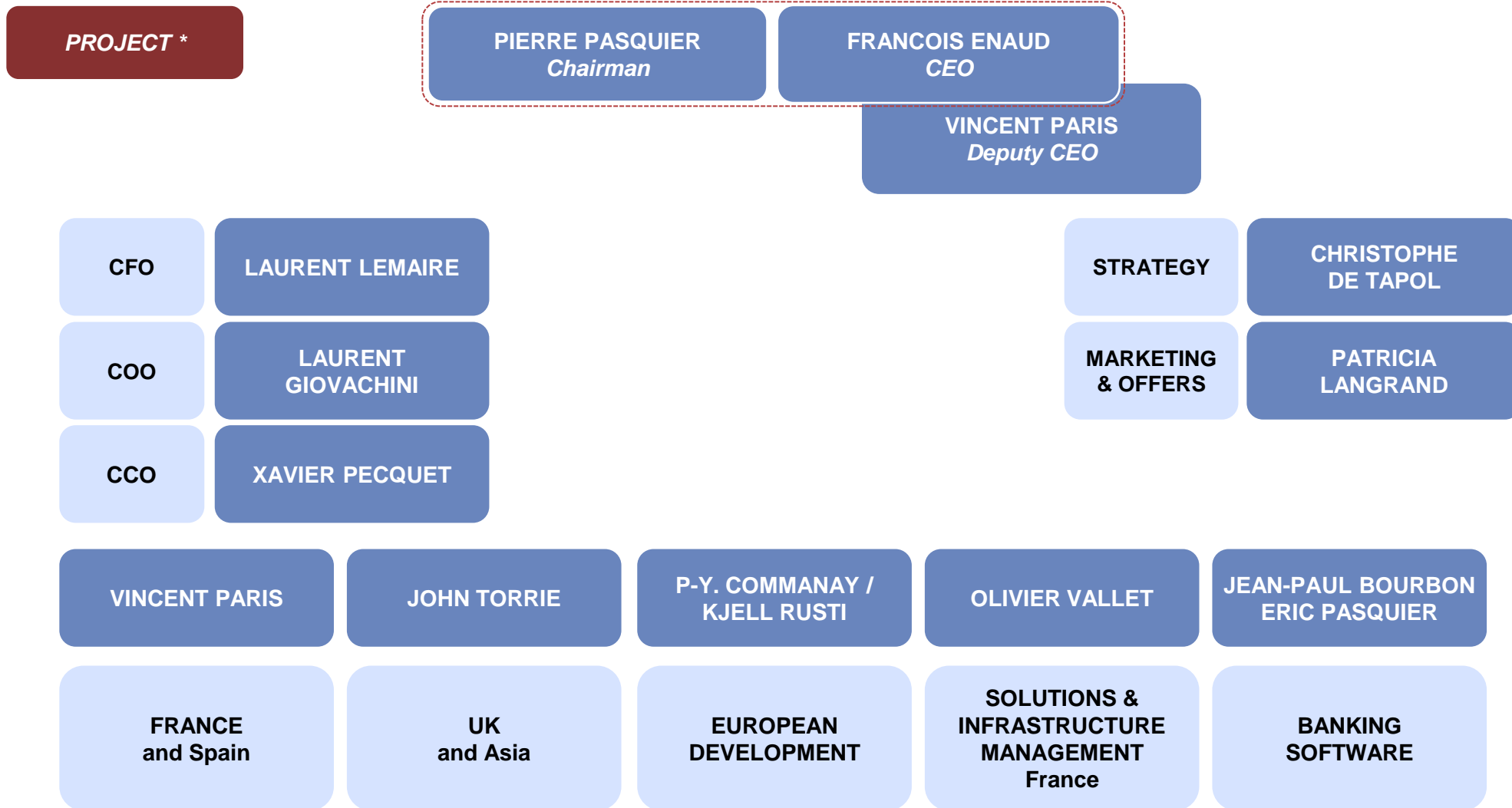
GENINFO
(SG Group)
7%

FCPE Steria
7%

Other Steria
employees
3%

- Sopra GMT
- Shareholder agreements
 - Sopra GMT - GENINFO
 - Sopra GMT - Soderi

AN EXPERIENCED MANAGEMENT TEAM, FULLY COMMITTED TO THE SUCCESS OF THE INTEGRATION



A MERGER PROJECT THAT WILL CREATE SIGNIFICANT VALUE

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OUR PRIORITIES DURING THE INTEGRATION PHASE

- ✓ **FRANCE**
 - REORGANIZATION OF STERIA FRANCE AND IMPLEMENTATION OF SYNERGIES

- ✓ **UNITED KINGDOM**
 - CROSS-SELLING, SPECIFICALLY WITHIN FINANCIAL SERVICES
 - IMPLEMENTATION OF SYNERGIES

- ✓ **SOFTWARE**
 - BROADEN AND STRENGTHEN SOPRA'S OFFERING WITH STERIA'S SOLUTIONS

- ✓ **SYNERGIES OF €62M ON A RUN-RATE BASIS, LEADING TO A 2% IMPROVEMENT OF THE COMBINED OPERATING MARGIN BY 2016⁽¹⁾**



REVENUES



PROFITABILITY

Note: (1) Based on 2013 pro forma sales

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- 1 CREATION OF A EUROPEAN LEADER IN DIGITAL TRANSFORMATION
- 2 STRONG GEOGRAPHIC FIT AND HIGHLY COMPLEMENTARY SERVICES AND SOLUTIONS
- 3 STRONG POTENTIAL FOR VALUE CREATION THROUGH THE IMPLEMENTATION OF WELL-IDENTIFIED LEVERS
- 4 EXPERIENCED AND DEDICATED MANAGEMENT TEAM
- 5 CLEAR AMBITIONS (€4BN REVENUES / 10% OPERATING MARGIN)