



Consolidated balance sheet

ASSETS <i>(in thousands of euros)</i>	31/12/2013	31/12/2012	31/12/2011
Goodwill	189 284	196 556	169 578
Intangible assets	28 847	30 998	19 440
Property and equipment	6 277	6 251	4 883
Financial assets	15 403	9 873	8 694
Deferred tax assets	30 287	17 705	14 482
Non-current assets	270 098	261 383	217 077
Inventories	433	337	606
Trade accounts receivable	64 432	72 202	57 056
Other current receivables	7 858	7 777	5 934
Cash and cash equivalents	49 176	35 378	23 801
Current assets	121 899	115 694	87 397
TOTAL ASSETS	391 997	377 077	304 474

LIABILITIES AND EQUITY <i>(in thousands of euros)</i>	31/12/2013	31/12/2012	31/12/2011
Share capital	40 930	40 642	40 301
Capital reserves	106 650	102 631	99 199
Consolidated reserves and other reserves	75 197	66 017	52 477
Profit for the period	35 595	24 660	21 456
Equity - Group share	258 372	233 950	213 433
Minority interests	1	1	2
TOTAL EQUITY	258 373	233 951	213 435
Financial debt - long-term portion	28 519	36 876	1 968
Deferred tax liabilities	5 351	6 872	6 998
Other non-current liabilities	10 152	9 395	7 545
Non-current liabilities	44 022	53 143	16 511
Financial debt - short-term portion	9 472	5 253	530
Trade payables	6 306	9 966	8 184
Other current liabilities	73 824	74 764	65 814
Current liabilities	89 602	89 983	74 528
TOTAL LIABILITIES	133 624	143 126	91 039
TOTAL LIABILITIES AND EQUITY	391 997	377 077	304 474



Consolidated income statement

	2013	2012	2011
<i>in thousands of euros</i>	Amount	Amount	Amount
Revenue	237 545	224 320	217 244
Staff costs	-148 564	-139 976	-132 619
Purchases consumed and external expenses	-52 263	-48 727	-50 629
Taxes and duties	-2 101	-2 161	-1 612
Depreciation, amortisation, provisions and impairment	-3 919	-4 906	-2 909
Other operating expenses and income from recurring operations	6 770	6 416	5 828
Operating profit on business activity	37 468	34 966	35 303
as % of revenue	15.8%	15.6%	16.3%
Expenses related to stock options	-1 352	-1 147	-146
Amortisation of allocated intangible assets	-3 679	-2 130	-1 858
Profit from recurring operations	32 437	31 689	33 299
as % of revenue	13.7%	14.1%	15.3%
Other operating income and expenses	-5 271	-2 939	3 967
Operating profit	27 166	28 750	29 332
as % of revenue	11.4%	12.8%	13.5%
Cost of net financial debt	-674	-51	1 633
Other financial income and expense	-656	-63	-1 034
Tax charge	9 759	-3 976	-5 208
Net profit for the period from continuing operations	35 595	24 660	21 457
Net profit	35 595	24 660	21 457
as % of revenue	15.0%	11.0%	9.9%
Minority interests	0	0	1
Attributable to Group	35 595	24 660	21 456
Basic earnings per share	1.75	1.22	1.20
Fully diluted earnings per share	1.72	1.21	1.18



Consolidated statement of changes in net debt

<i>in thousands of euros</i>	31/12/2013	31/12/2012	31/12/2011
NET DEBT AT BEGINNING OF PERIOD (A)	6 751	-21 303	48 179
Cash from operations after cost of net debt and tax	45 282	30 955	26 247
Cost of net financial debt	674	51	1 633
Income taxes (including deferred tax)	-9 759	3 976	5 208
Cash from operations before changes in working capital	36 197	34 982	33 088
Taxes paid	-4 325	-4 151	-5 830
Changes in working capital requirements	-3 540	-10 779	8 078
Net cash from operating activities	28 332	20 052	35 336
Change related to investing activity	-2 992	-6 193	-3 389
Net interest paid	-673	-63	-1 633
Available net cash flow	24 667	13 796	30 314
Impact of changes in scope	- 291	- 39 401	-
Financial investments	-356	33	-166
Dividends paid	-7 101	-5 025	21 785
Capital increase in cash	2 207	2 149	61 195
Other changes	-36	498	-541
TOTAL NET CHANGE DURING THE PERIOD (B)	19 090	-27 950	69 017
Impact of changes in foreign exchange rates	-1 154	-104	465
NET DEBT AT END OF PERIOD (A-B)	-11 185	6 751	-21 303



Consolidated cash flow statement

<i>in thousands of euros</i>	31/12/2013	31/12/2012	31/12/2011
Consolidated net profit (including minority interests)	35 595	24 660	21 457
Net increase in depreciation, amortisation and provisions	8 011	5 830	4 365
Unrealised gains and losses relating to changes in fair value	- 196	-	-
Share-based payment expense	1 352	1 147	146
Other calculated income and expense	390	-555	437
Gains and losses on disposal	130	-127	-158
Cash from operations after cost of net debt and tax	45 282	30 955	26 247
Cost of net financial debt	674	51	1 633
Income taxes (including deferred tax)	-9 759	3 976	5 208
Cash from operations before cost of net debt and tax (A)	36 197	34 982	33 088
Tax paid (B)	-4 325	-4 151	-5 830
Changes in operating working capital requirements (included liabilities related to employee benefits) (C)	-3 540	-10 779	8 078
Net cash from operating activities (D) = (A+B+C)	28 332	20 052	35 336
Purchase of tangible and intangible fixed assets	-3 004	-6 194	-3 456
Proceeds from sale of tangible and intangible fixed assets	12	1	67
Purchase of financial assets	-378	-116	-343
Proceeds from sale of financial assets	22	149	177
Impact of changes in the scope of consolidation	-291	-39 401	-
Net cash from (used in) investing activities (E)	-3 639	-45 561	-3 555
Proceeds on issue of shares	-	-	61 195
Proceeds on the exercise of stock options	2 207	2 149	-
Purchase and proceeds from disposal of treasury shares	-139	64	549
Dividends paid during the period:	-	-	-
- Dividends paid to shareholders of parent Company	-7 101	-5 025	21 784
- Dividends paid to minority interests of consolidated expenses	-	1	1
Change in borrowings	- 4 400	40 000	-
Change in current account - Sopra Group	0	-	-68 432
Net interest paid (including finance leases)	-673	-63	-1 633
Other cash flow relating to financing activities	362	184	359
Net cash from (used in) financing activities (F)	-9 744	37 308	-30 845
Effect of foreign exchange rate changes (G)	-1 154	-104	465
NET CHANGE IN CASH AND CASH EQUIVALENTS (D+E+F+G)	13 795	11 695	1 401
Opening cash position	35 370	23 675	22 274
Closing cash position	49 165	35 370	23 675