

## Sopra Group: Update to annual targets

**Paris, 13 June 2013 – Sopra Group confirms its organic growth and net debt targets communicated on 22 April 2013 and announces its annual target for operating margin on business activity.**

Sopra Group has confirmed its annual targets for financial year 2013, both in terms of organic growth (2% to 5%) and net debt (between €150m and €170m).

At constant consolidation scope (excluding HR Access), the Group targets an operating margin on business activity above 8% (compared with 9% in 2012). This performance is impacted on a one-off basis by initialisation investments for large-scale projects signed at the end of 2012, pre-sales in progress and persistently high pressure on prices.

At the same time, Sopra Group is pleased to note the successful acquisition of HR Access, the integration of which is proceeding smoothly. The company, added to the scope of consolidation as of 1 April, has full-year revenue of approximately €70m. The restructuring plan that has been initiated should contribute significant savings over the financial year (around €25m). Budgetary breakeven could be reached as early as 2014.

In light of these factors, the Group (including HR Access) expects a slightly lower operating margin on business activity (30 to 70 basis points) and a net profit margin at least equal to the prior year (4.6% in 2012).

Sopra Group also confirms its targets for 2015, aiming to achieve revenue of between €1.5bn and €2bn and an operating margin on business activity of around 10%.

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