

# STEP INTO THE DIGITAL WORLD

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FIRST HALF 2014  
MANAGEMENT REPORT

MOBILITY

BUSINESS INTELLIGENCE

MOBICLO™

CLOUD

**Cegid**  
Group

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## first half 2014

### management

#### report



## FIRST HALF MANAGEMENT REPORT

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## H1 2014 CONSOLIDATED FINANCIAL STATEMENTS

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# First half management report



## 1. Sales and results in the first half of 2014

### CONSOLIDATED SALES

| Consolidated sales, unadjusted scope (in €M)               | H1 2014      | H1 2013      | Change      |               |
|--|--------------|--------------|-------------|---------------|
|  | €M           | €M           | €M          | %             |
| <b>SaaS</b>  | <b>22.9</b>  | <b>18.1</b>  | <b>+4.7</b> | <b>+26.2%</b> |
| Licenses   | 15.6         | 15.9         | -0.3        | -2.2%         |
| Maintenance  | 50.5         | 50.5         | -           | -             |
| Other  | 2.2          | 2.2          | -           | -             |
| <b>Total Software and software-related services (SSRS)</b> | <b>91.2</b>  | <b>86.7</b>  | <b>+4.5</b> | <b>+5.2%</b>  |
| Professional services                                      | 28.2         | 28.8         | -0.6        | -2.1%         |
| <b>Total SSRS and professional services</b>                | <b>119.4</b> | <b>115.5</b> | <b>+3.9</b> | <b>+3.3%</b>  |
| Hardware distribution and other                            | 11.3         | 13.2         | -1.9        | -14.2%        |
| <b>TOTAL</b>   | <b>130.7</b> | <b>128.7</b> | <b>+2.0</b> | <b>+1.6%</b>  |
| Of which recurrent   | 77.6         | 73.5         | +4.1        | +5.5%         |
| Recurrent/Total  | 59.3%        | 57.1%        |             |               |

H1 2014 sales saw a continuation of the trends of 2013 and Q1 2014. Cegid's business model continued to evolve, with more strong growth in SaaS and an increasingly recurrent revenue stream.

SaaS revenue, developed around Cegid's private cloud, totaled nearly €23 million, up 26% over H1 2013. Recurrent sales (€77.6 million), including revenue from software and hardware maintenance contracts, portals and SaaS contracts, represented more than 59% of total sales, an increase of more than two percentage points compared with H1 and FY 2013.

The value of active SaaS contracts as of July 1, 2014 was €97.3 million <sup>(1)</sup>.

Revenue from Licenses (€15.6 million) demonstrated good performance, keeping in mind that Licenses in H1 2013 (€15.9 million) included deliveries on certain large accounts for an overall amount of nearly €1 million. This caused an unfavorable basis effect.

Revenue from strategic "Software and software-related services" (SSRS) was up 5.2% in H1 2014, prolonging the Q1 increase, and totaled €91.2 million. SSRS revenue represented nearly 70% of total sales and its proportion of total sales increased by 2.5 percentage points compared with H1 2013.

Revenue from "SSRS and professional services" (€119.4 million) advanced by more than 3%, with services revenue of €28.2 million down slightly (2.1%) compared with H1 2013.

Cegid continued to scale back its non-strategic, lower-margin "Hardware distribution and other" business, which generated revenue of €11.3 million, or 9% of total sales, down more than 14% from H1 2013. First half 2014 consolidated sales thus totaled €130.7 million, up 1.6% from the H1 2013 figure of €128.7 million.

Internationally, Cegid saw continued expansion, essentially in the Retail sector, with sales rising 11%, or well in excess of the Group's overall growth.

#### CONSOLIDATED SALES BY BUSINESS SECTOR

| Consolidated sales (€M)<br>unadjusted scope* |      | Q2   | H1<br>total | of which<br>"SSRS and<br>professional<br>services" | of which<br>"Hardware<br>distribution<br>and other" |
|--|------|------|-------------|--|---|
| CPAs, small companies                        | 2014 | 24.5 | 50.8        | 44.3   | 6.5   |
|  | 2013 | 22.9 | 48.0        | 41.1   | 6.9   |
| Vertical markets                             | 2014 | 19.2 | 36.9        | 33.5   | 3.4   |
|  | 2013 | 19.4 | 38.0        | 33.7   | 4.3   |
| Mid-market and groups                        | 2014 | 16.5 | 33.3        | 32.7   | 0.6   |
|  | 2013 | 16.7 | 33.3        | 32.4   | 0.9   |
| Public sector                                | 2014 | 4.5  | 8.5         | 8.5  | 0.0   |
|  | 2013 | 4.3  | 8.2         | 8.2  | 0.0   |
| Miscellaneous                                | 2014 | 0.4  | 1.2         | 0.4  | 0.8   |
|  | 2013 | 0.4  | 1.2         | 0.1  | 1.1   |
| Total  | 2014 | 65.1 | 130.7       | 119.4  | 11.3  |
|  | 2013 | 63.7 | 128.7       | 115.5  | 13.2  |

\* Changes in the scope of consolidation take into account any alterations in the operational organization.

<sup>(1)</sup> The value of SaaS contracts is defined as the internal, unaudited value of active contracts extrapolated over their remaining lifetime for fixed maturity contracts and over 36 months in most cases for automatic renewal contracts, taking into account the previous year's churn rate.

#### CONSOLIDATED RESULTS

| Unadjusted scope (in €M)               | H1 2014     | H1 2013     | Chg. in %     |
|--|-------------|-------------|---------------|
| Sales                                  | 130.7       | 128.7       | +1.6%         |
| Gross profit                           | 114.2       | 113.8       | +0.3%         |
| EBITDA                                 | 34.5        | 33.3        | +3.6%         |
| <b>Income from ordinary activities</b> | <b>14.8</b> | <b>12.6</b> | <b>+17.9%</b> |
| Operating income                       | 15.7        | 12.4        | +26.6%        |
| Net financial expense                  | -0.8        | -0.8        | +4.5%         |
| Pre-tax income                         | 14.9        | 11.6        | +28.8%        |
| Net income (Group share)               | 8.8         | 7.3         | +20.0%        |

Gross profit amounted to €114.2 million, up slightly compared with H1 2013. The change in gross margin (87.3%, one percentage point lower than in H1 2013) principally reflected the normal increase in purchases related to the cost of producing SaaS solutions, in line with the growth in the SaaS business.

A tight grip on operating expenses led to a reduction in the average monthly breakeven point to €19.0 million in H1 2014 (€19.1 million in H1 2013).

Income from ordinary activities totaled €14.8 million in H1 2014, up 18%, after taking into account the amortization/depreciation of the following items: capitalized development costs, assets identified during business combinations, operating investments (up €0.3 million compared with H1 2013) and strategic international investments (Brazil, United Arab Emirates, Russia).

H1 2013 earnings had included the reversal of around €0.6 million in provisions. Excluding this reversal, income from ordinary activities increased by nearly 24% compared with H1 2013, Cegid's best first-half performance ever.

Operating income stood at €15.7 million, up €3.3 million or 26.6% compared with H1 2013, and included net non-recurrent income of €0.9 million.

Interest expense was €0.8 million, identical to that of H1 2013. Income tax was €5.5 million, vs. €4.1 million in H1 2013. Cegid's share of income from equity-accounted companies was €-0.5 million, vs. €-0.1 million in H1 2013. As a result, H1 2014 net consolidated income was €8.8 million, vs. €7.3 million in H1 2013, representing an increase of almost 20%.

## NET CASH FROM OPERATING ACTIVITIES: €23.4 MILLION - REDUCTION IN NET DEBT

Net cash from operating activities totaled €23.4 million, vs. €28.7 million in H1 2013. This amount reflected the change in WCR related to operating expenses recognized in 2013 but disbursed in H1 2014 (collective performance bonuses, profit sharing, income tax, etc.)

Net debt declined significantly to €52.3 million, vs. €66.5 million at June 30, 2013 and €54.7 million at December 31, 2013. This reduction reflected a net amount of approximately €8.1 million deriving from the sale of the Hospitality business and a payment received in connection with premises leased in Paris, which will be applied to the costs of the project and refurbishment to be carried out in the second half of the year.

As a result, gearing, the ratio of net debt to consolidated shareholders' equity (€190.9 million) was 27.4% (36.9% as of June 30, 2013 and 28.5% as of December 31, 2013).

As of July 1, 2014, Cegid had a syndicated line of credit totaling €170 million, of which €105 million was available. Between 2015 and 2017, this line will reduce annually on June 30. It provides Cegid with a significant drawdown capacity for future years, which it can use to finance its investment needs, in particular acquisitions.

## CEGID GROUP FINANCIAL STATEMENTS

Cegid Group is a holding company. Its revenues, composed essentially of royalties received from subsidiaries, totaled €2.5 million. Its operating income was €0.05 million and its net income was €8.1 million including the dividend paid by the subsidiary Cegid SA (€9.1 million).

## 2. Highlights in H1 2014

### CEGID RELEASES NEW SOLUTIONS TO ASSIST THE DIGITAL TRANSFORMATION OF COMPANIES AND THE PUBLIC SECTOR

#### A new generation of Cegid solutions

In response to the digital transformation challenges faced by companies, Cegid has created Yourcegid Y2, the latest generation of Yourcegid solutions. Combining competitiveness, innovation and simplicity, and designed around the Mobiclo (MObility, Business Intelligence & CLOud) strategy, Yourcegid Y2 delivers solutions covering all the needs of SMEs, including Payroll/Human Resources, Finance/Tax, Manufacturing, Trade and Services. Yourcegid Y2 can also be operated in SaaS mode, enabling customers to control their costs and enjoy the operating security guaranteed by Cegid's private cloud, built in partnership with IBM.

#### Human Resources

Yourcegid HR Talents is an example of our Mobiclo strategy in action. The smartphone-compatible integrated management solution designed for SMEs provides useful strategic workforce planning indicators, automates processes and offers means of securing employee loyalty, such as training programs, mobility (with a geolocation module), performance appraisals, career management, employee commitment and motivation drivers, key skills development and much more.

Furthermore, we now also offer a comprehensive support plan to assist CPA firms and companies of all sizes in applying the new DSN<sup>(1)</sup> regulation, which aims, by 2016, to simplify payroll filing procedures by harmonizing all periodical and event-related filings that employers or third parties carry out with social welfare agencies as well as administrative formalities used for statistical purposes.

<sup>(1)</sup> The new legislation will be implemented progressively, on a voluntary basis, between now and January 1, 2016, the date at which it will become mandatory. However, certain companies and accounting firms will most likely be required to adhere to it by July 2015.

#### Accounting profession and SMEs

At the fifth edition of Cegid On Air, we presented our innovative solutions in response to the challenges accounting firms face as their industry undergoes radical change, including a shift in their business model, the digital revolution, the cloud, the DSN regulation, and changes to customer relationships, with a focus on collaborative work and consulting assignments. We also offer solutions

that cater to regulatory changes regarding, for example, accounting records, online tax filings and bank statement integration.

## Cegid Retail

Cegid, established in the United States since 2002, presented the latest features and innovations of its Yourcegid Retail software at the National Retail Federation 2014 (NRF 2014) in New York. The focus was on omnichannel and international retailing, with web-to-store, click & collect, mobility and retail intelligence. These Mobiclo™ solutions enable retailers to manage their distribution networks, from purchase right through to sale.

The innovations form an integral part of the second version of the Cegid Innovation Store, built by Cegid in collaboration with a number of technology and industry partners. The fully digital store showcases the new, unique and consistent shopping experience available to customers thanks to web-based services that connect the customer with the internet channel, right up until the moment of purchase. Such web-based services include click & collect and web-to-store, save the sale, store returns, store to home, facial recognition, RFID technology with the RFID self checkout, social mirror, sensorial marketing, social rewards and social network analyses.

## Cegid Manufacturing

We help automotive industry professionals manage their everyday challenges with Yourcegid Manufacturing Automotive, a management solution that handles the needs inherent to their sector of activity, including sales and procurement management, production and quality management, and traceability. In this context, Cegid took part in the Odette Conference, attended by automotive industry experts and decision-makers from more than 20 countries. The focus of the conference was on changes to the automotive industry, assessing the challenges of implementing new standards and securing and optimizing the automobile supply chain.

## Public sector

Our innovation strategy is articulated around the cloud, with the first fully SaaS-based portal dedicated to small local authorities. The portal, hosted in a private cloud, contains the first set of public-sector-specific services-Yourcegid Public Sector Channel-designed to facilitate the management duties and routine administrative tasks that elected officials, municipal secretaries and agents of small local authorities perform. A single portal houses all functions specific to their needs in the areas of payroll, accounting, citizen services, user invoices, coordination and collaboration with various local bodies (municipality group, treasury, institutions, etc.).

This solution offers a complete online workspace for public entities. It is secure, user-friendly and integrates innovative services such as an automated online assistant, configurable shortcuts to the main functionalities of each application, task alerts for the various public sector roles, pre-configured visual indicators and dashboards that

managers can access in real time to manage their public entity. Public sector content and relevant information feeds inform users in real time of the latest public sector news (elected officials, municipal secretaries and agents of small local authorities) or news relating to the services they provide (risk prevention, legislative information, public sector sites).

Cegid Public has invested in paperless solutions, which remains a major challenge, with PES V2 still largely unadopted by public authorities. It has also invested in an appraisal management solution, which connects jobs and skills to mobility opportunities. Finally, Cegid Public is progressively integrating solutions into its Yourcegid Public Sector range in response to the DSN and GBCP regulations on nominative employee filings and budget management/public accounting respectively, both of which are products of the decree on controlling public expenditure.

Cegid Public took part in the 25<sup>th</sup> annual convention of CoTer Club, a federation of France's local authorities, which addresses IT and communication challenges. At this year's convention, based on the theme "Tablets for IT departments", Cegid Public presented its new releases and features in response to the latest digital technology needs and challenges faced by IT directors in public authorities. These focus in particular on data digitization, security and paperless operations (e-Administration, inter-service exchanges, paperless office, mobility and the need for rigor and efficiency with the reform of local authorities undertaken by the French government).

## CEGID CONTINUES TO DEVELOP ITS PRINCIPAL ACTIVITIES

We finalized the sale of our Hospitality business to SequoiaSoft, a software provider for companies in the hospitality and wellness segments of the tourism market. The transaction took effect as of July 1, 2014. The hospitality business accounted for 21 members of staff and generated annual business volumes of €4 million. This transaction is in line with our intention to pursue our development by concentrating on our principal businesses, while entrusting a specialized provider with the responsibility of ensuring the continued long-term success of our customers' investments.

## INTERNATIONAL DEVELOPMENT

### Cegid Russia opens

Cegid is present worldwide, with 13 international subsidiaries and solutions localized in more than 25 languages and used in more than 75 countries. Most recently, we have entered the Russian market with the launch of our new subsidiary, Cegid Russia, in Moscow.

Cegid Russia will enable Cegid to respond to the requirements specific to Russian retailers, such as their need to produce TORG-13 forms, which are mandatory for inter-store transfers. We will also be able to support our international customers as they develop their businesses

in Russia, a strategic market for Cegid and for retailers in the fashion, luxury goods, and clothing and accessories sectors.

#### VAR network extended into Poland

Cegid has offices in New York, San Francisco, Barcelona, Madrid, Porto, Milan, London, Casablanca, Tunis, Shenzhen, Shanghai, Hong Kong, Dubai, Tokyo, Sao Paulo, Moscow and Mauritius, and has developed partnerships in Italy, Spain, Romania and Turkey. We have now strengthened our position in Europe and by offering Yourcegid Manufacturing to the Polish market via our network of reseller-partners.

Through our partnership, we are in a position to support our international customers as they develop in the Polish market. Ideally positioned, Poland lies at the crossroads between large European investors and the large Eastern European markets, in particular Russia and Ukraine.

#### PARTNER NETWORK EXTENDED

The 2014 edition of "Cegid Club Partner" took place in the first half of the year. During the event, we celebrated our achievements in 2013, including signing contracts with over 20 new partners, awarding 500 certifications, with more than 70 partners receiving the Y2 certification, and welcoming more than 750 new customers on board. We also presented the new programs and support tools we are deploying so as to boost the development of our reseller-partners.

At the event, we presented our three key areas of focus for 2014 to our partners: stepping up the distribution of SaaS-based solutions, supporting partners in deploying digital marketing solutions and strengthening our field sales teams.

#### SUPPORTING THE COMMUNITY WITH CEGID EDUCATION

Over the last ten years, more than 50,000 students per year have been trained in Cegid solutions as part of the Cegid Education program.

In the context of the program, Cegid signed an agreement with ENOES, the CPA and audit business school in Paris, to train its students in Cegid's accounting profession solutions. ENOES, the renowned Paris-based business school founded in 1937, trains nearly half of all CPA candidates in France and its students have a high pass rate in the French national accounting diploma exams.

We have also partnered with CLEA, a Lyon-based CPA and audit body established by IAE Lyon in 2013 to organize and structure all specialized CPA and audit teaching and research activities offered by the business school either as a full-time study program or combined with on-the-job training. Cegid will contribute to the partnership by offering technological support and business expertise to the accounting studies department at IAE Lyon.

### 3. Risk factors

General risk factors have not changed during the period. Those factors are described on pages 79-82 of the 2013 Registration Document.

### 4. Transactions with related parties

During the first half of 2014, no significant transaction was carried out with an executive or with a shareholder who has significant influence over the Group.

### 5. Approval of parent company and consolidated financial statements

Cegid's parent company and consolidated financial statements for the first half of 2014 were approved by the Board of Directors on July 23, 2014.

### 6. Outlook

Innovation through MOBICLO™, bringing together Mobility, Business Intelligence and the Cloud

- developing opportunities for collaboration in solutions for the accounting profession and its small-company customers and stepping up the distribution of new TDA advisory products,
- contributing to the overall effort to simplify the nominative employee filing requirements now incumbent on private companies and the public sector,
- making new SaaS-mode product ranges available: HR (talent management, a packaged SME product, CBHR On Demand, HR internal auditing, and mobility), Manufacturing solutions, new SaaS-mode tax solutions (Yourcegid Etafi Start and initial tax integration modules) and a new work environment for small local authorities in the public sector channel.

A leading provider of B-to-B software

- real expertise in SaaS solutions with more than 105,000 users and extrapolated future revenue of nearly €97.3 million based on active contracts as of July 1, 2014 (internal, unaudited data), increasing potential invoicing and strengthening the recurrent nature of sales,
- broad functional coverage (accounting/finance, taxation, payroll/HR, performance management) for companies of all sizes, and "vertical market" industry specialization (CPAs, entrepreneurs, manufacturing, trade & services, retail, public sector),
- international development, essentially in the retail sector, gradually extending to the public sector and to manufacturing.

Performance is steadily improving despite the difficult economic context

Cegid has shown that it can improve its earnings and financial structure even in an uncertain and overall lackluster economic context. The strategy we have implemented over the last few years focusing on our solution range, high-quality service and cloud orientation has made us a major partner supporting the digital transformation of companies.

Cegid now has an installed base of 114,000 customers, including 37,000 connected small companies, giving Cegid high recurrent revenue (nearly 60% of H1 2014 sales). The objective is to step up new customer acquisition and to pursue action plans aimed at increasing internal efficiency. These efforts will focus on rationalizing our product and service ranges, boosting business development productivity and sharing skills and customer welcome areas.

With more recurrent business and a lower average monthly breakeven point, H1 2014 provided validation of Cegid's strategy, leading once again to a very favorable trend in earnings. While this trend cannot be extrapolated over the full year, it should ensure an increase in income from ordinary activities over all of 2014 compared with 2013.

## 7. Events since July 1, 2014

Since July 1, 2014, no events have taken place that might have a significant impact on Cegid's assets, liabilities or financial condition.





| (In €000)   | Note | H1 2014        | % of sales   | H1 2013        | % of sales   | 2013           | % of sales   |
|---|------|----------------|--------------|----------------|--------------|----------------|--------------|
| Sales   | 6.1  | 130,727        | 100.0%       | 128,715        | 100.0%       | 259,933        | 100.0%       |
| Goods & services purchased and change in inventories                  |      | -16,554        | 12.7%        | -14,928        | 11.6%        | -31,398        | 12.1%        |
| <b>Gross profit</b>   |      | <b>114,173</b> | <b>87.3%</b> | <b>113,787</b> | <b>88.4%</b> | <b>228,535</b> | <b>87.9%</b> |
| Capitalized expenditures  |      | 15,749         | 12.0%        | 16,235         | 12.6%        | 31,959         | 12.3%        |
| External expenses   |      | -22,155        | 16.9%        | -22,950        | 17.8%        | -45,301        | 17.4%        |
| <b>Value-added</b>  |      | <b>107,767</b> | <b>82.4%</b> | <b>107,072</b> | <b>83.2%</b> | <b>215,193</b> | <b>82.8%</b> |
| Taxes other than income taxes   |      | -3,737         | 2.9%         | -3,777         | 2.9%         | -7,019         | 2.7%         |
| Personnel costs   |      | -69,557        | 53.2%        | -70,021        | 54.4%        | -139,069       | 53.5%        |
| <b>EBITDA</b>   |      | <b>34,473</b>  | <b>26.4%</b> | <b>33,274</b>  | <b>25.9%</b> | <b>69,105</b>  | <b>26.6%</b> |
| Other ordinary income   |      | 474            | 0.4%         | 763            | 0.6%         | 1,722          | 0.7%         |
| Other ordinary expenses   |      | -627           | 0.5%         | -911           | 0.7%         | -1,966         | 0.8%         |
| Depreciation, amortization and provisions                             |      | -19,482        | 14.9%        | -20,539        | 16.0%        | -37,727        | 14.5%        |
| <b>Income from ordinary activities</b>                                |      | <b>14,838</b>  | <b>11.4%</b> | <b>12,587</b>  | <b>9.8%</b>  | <b>31,134</b>  | <b>12.0%</b> |
| Other operating income  |      | 6,674          | 5.1%         | 508            | 0.4%         | 623            | 0.2%         |
| Other operating expense   |      | -5,834         | 4.5%         | -712           | 0.6%         | -789           | 0.3%         |
| <b>Operating income</b>   | 6.2  | <b>15,678</b>  | <b>12.0%</b> | <b>12,383</b>  | <b>9.6%</b>  | <b>30,967</b>  | <b>11.9%</b> |
| Financial income  |      | 317            | 0.2%         | 128            | 0.1%         | 322            | 0.1%         |
| Financial expense   |      | -1,089         | 0.8%         | -936           | 0.7%         | -2,532         | 1.0%         |
| <b>Net financial expense</b>  | 6.3  | <b>-772</b>    | <b>-0.6%</b> | <b>-808</b>    | <b>-0.6%</b> | <b>-2,210</b>  | <b>-0.9%</b> |
| <b>Pre-tax income</b>   |      | <b>14,907</b>  | <b>11.4%</b> | <b>11,575</b>  | <b>9.0%</b>  | <b>28,758</b>  | <b>11.1%</b> |
| Income tax  | 6.4  | -5,591         | 4.3%         | -4,137         | 3.2%         | -9,800         | 3.8%         |
| Share in net income of equity-accounted subsidiaries                  |      | -513           |              | -103           |              | -185           |              |
| <b>Net income</b>   |      | <b>8,803</b>   | <b>6.7%</b>  | <b>7,335</b>   | <b>5.7%</b>  | <b>18,773</b>  | <b>7.2%</b>  |
| <b>Net income attributable to parent company shareholders</b>         |      | <b>8,803</b>   | <b>6.7%</b>  | <b>7,335</b>   | <b>5.7%</b>  | <b>18,773</b>  | <b>7.2%</b>  |
| Net income attributable to non-controlling interests                  |      |                |              |                |              |                |              |
| Number of shares (excl. treasury shares)                              |      | 8,731,604      |              | 8,733,524      |              | 8,741,683      |              |
| <b>Earnings per share attributable to parent company shareholders</b> |      | <b>€1.01</b>   |              | <b>€0.84</b>   |              | <b>€2.15</b>   |              |

| Statement of comprehensive income (in €000)                             | Note | H1 2014      | H1 2013      | 2013          |
|---|------|--------------|--------------|---------------|
| <b>Net income</b>   |      | <b>8,803</b> | <b>7,335</b> | <b>18,773</b> |
| Exchange differences  |      | 59           | -142         | -97           |
| Hedging instruments measured at fair value                              |      | -38          | 314          | 388           |
| Effect of taxes   |      | 13           | -108         | -134          |
| <b>Items recyclable into net income (sub-total)</b>                     |      | <b>34</b>    | <b>64</b>    | <b>157</b>    |
| Actuarial gains and losses  |      | -401         | 206          |               |
| Effect of taxes   |      | 138          | -71          |               |
| <b>Items non-recyclable into net income (sub-total)</b>                 |      | <b>-263</b>  | <b>135</b>   |               |
| <b>Comprehensive income</b>   |      | <b>8,574</b> | <b>7,534</b> | <b>18,930</b> |
| <b>Comprehensive income attributable to parent company shareholders</b> |      | <b>8,574</b> | <b>7,534</b> | <b>18,930</b> |
| Comprehensive income attributable to non-controlling interests          |      |              |              |               |



| Net amounts (in €000)                  | Note             | 6/30/14        | 12/31/13       | 6/30/13        |
|--|------------------|----------------|----------------|----------------|
| Goodwill                               | 5.1.1 &<br>5.1.2 | 190,398        | 192,741        | 195,165        |
| Intangible assets                      | 5.1.3            | 78,840         | 81,808         | 79,755         |
| Property, plant & equipment            | 5.1.4            | 5,032          | 4,943          | 4,101          |
| Non-current financial assets           | 5.1.5            | 2,838          | 3,140          | 2,403          |
| Equity-accounted subsidiaries          | 5.1.6            | 972            | 15             |                |
| Other receivables                      | 5.2.1            |                | 1,289          | 2,771          |
| Deferred tax                           | 5.4              | 2,146          | 2,146          | 2,146          |
| <b>Non-current assets</b>              | <b>5.1</b>       | <b>280,226</b> | <b>286,082</b> | <b>286,341</b> |
| Inventories and work-in-progress       | 5.2.1            | 1,522          | 643            | 602            |
| Trade receivables and similar accounts | 5.2.1 & 5.3      | 63,872         | 63,159         | 64,382         |
| Other receivables and prepaid items    |                  |                |                |                |
| Personnel                              | 5.3              | 956            | 727            | 535            |
| Sales tax receivable                   | 5.3              | 3,475          | 3,165          | 3,208          |
| Income tax receivable                  | 5.3              | 94             | 116            | 2,577          |
| Other receivables                      | 5.3              | 2,015          | 2,310          | 1,977          |
| Prepaid expenses                       |                  | 4,919          | 3,277          | 4,627          |
| Cash and cash equivalents              | 5.2.2            | 13,499         | 5,883          | 2,182          |
| <b>Current assets</b>                  |                  | <b>90,352</b>  | <b>79,280</b>  | <b>80,090</b>  |
| <b>TOTAL ASSETS</b>                    |                  | <b>370,578</b> | <b>365,362</b> | <b>366,431</b> |



| Net amounts (in €000)  | Note       | 6/30/14        | 12/31/13       | 6/30/13        |
|--|------------|----------------|----------------|----------------|
| Share capital  |            | 8,771          | 8,771          | 8,771          |
| Share premium  |            | 95,241         | 95,241         | 95,241         |
| Reserves   |            | 78,100         | 69,279         | 68,730         |
| Net income for the period  |            | 8,803          | 18,773         | 7,335          |
| Shareholders' equity attributable to parent company shareholders   |            | 190,915        | 192,064        | 180,077        |
| Non-controlling interests/reserves                                 |            |                |                | 1              |
| Non-controlling interests  |            |                |                | 1              |
| <b>Total shareholders' equity</b>                                  | <b>5.5</b> | <b>190,915</b> | <b>192,064</b> | <b>180,078</b> |
| Financial liabilities (portion > 1 year)                           | 5.7        | 64,986         | 59,870         | 67,843         |
| Acquisition-related debt (portion > 1 year)                        |            |                | 276            | 240            |
| Deferred tax   | 5.4        | 3,532          | 5,165          | 6,689          |
| Provisions for pension obligations and employee benefits           | 5.6.1      | 14,824         | 14,020         | 13,343         |
| Other provisions (portion > 1 year)                                | 5.1.5      |                |                | 556            |
| <b>Non-current liabilities</b>                                     |            | <b>83,342</b>  | <b>79,331</b>  | <b>88,671</b>  |
| Provisions for other liabilities (portion < 1 year)                | 5.6.2      | 6,605          | 5,923          | 6,424          |
| Financial liabilities (portion < 1 year)                           | 5.7        | 820            | 693            | 828            |
| Trade accounts payable & similar accounts                          | 5.3        | 19,897         | 21,843         | 20,752         |
| Tax and social security liabilities                                | 5.3        |                |                |                |
| Personnel  |            | 36,133         | 39,318         | 34,695         |
| Other taxes and social security liabilities                        |            | 1,542          | 1,402          | 1,604          |
| Sales tax payable  |            | 4,895          | 4,930          | 4,773          |
| Income tax payable   |            | 418            | 2,087          | 274            |
| Other liabilities  |            |                |                |                |
| Acquisition-related debt (portion < 1 year)                        | 5.3        | 290            | 394            | 3,747          |
| Payables related to acquired non-current assets (portion < 1 year) | 5.3        | 1,101          | 2,951          | 850            |
| Other liabilities and unearned revenue                             |            |                |                |                |
| Other current liabilities  | 5.3        | 4,070          | 4,308          | 5,322          |
| Unearned revenue   |            | 20,550         | 10,118         | 18,413         |
| <b>Current liabilities</b>   |            | <b>96,321</b>  | <b>93,967</b>  | <b>97,682</b>  |
| <b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>                |            | <b>370,578</b> | <b>365,362</b> | <b>366,431</b> |

# H1 2014 consolidated financial statements / Cash flow statement

| (In €000)   | H1 2014        | H1 2013        | 2013           |
|---|----------------|----------------|----------------|
| Net income  | 8,803          | 7,335          | 18,773         |
| Share in net income of equity-accounted subsidiaries  | 513            | 103            | 185            |
| Depreciation, amortization and provisions and elimination of non-cash revenue and expense items | 19,836         | 19,526         | 38,043         |
| Capital gains and losses on disposal of non-current assets                                      | -2,635         | 99             | 128            |
| Interest expense  | 778            | 580            | 1,397          |
| Tax expense   | 5,591          | 4,137          | 9,800          |
| <b>Cash flow generated by the business</b>  | <b>32,886</b>  | <b>31,780</b>  | <b>68,326</b>  |
| Interest paid   | -659           | -527           | -1,217         |
| Tax paid  | -7,497         | -2,888         | -4,198         |
| <b>Cash flow after interest and tax paid</b>  | <b>24,730</b>  | <b>28,365</b>  | <b>62,911</b>  |
| Change in inventories   | -879           | 73             | 31             |
| Change in accounts receivable   | 7,784          | 6,062          | -1,333         |
| Change in other receivables   | -244           | -2,056         | -1,881         |
| Change in trade payables  | -3,589         | -1,254         | 1,188          |
| Change in other payables  | -4,360         | -2,498         | 1,840          |
| <b>Change in working capital requirement</b>  | <b>-1,288</b>  | <b>327</b>     | <b>-155</b>    |
| <b>Net cash from operating activities</b>   | <b>23,442</b>  | <b>28,692</b>  | <b>62,756</b>  |
| Acquisition of intangible assets  | -17,852        | -16,854        | -35,095        |
| Acquisition of property, plant & equipment  | -1,485         | -679           | -2,423         |
| Acquisition of non-current financial assets   | -12            | -84            | -744           |
| Acquisition of companies net of acquired cash   | -91            | -235           | -1,920         |
| Disposal or decrease in non-current assets  | 8,428          | 131            | 245            |
| <b>Net cash from investing activities</b>   | <b>-11,012</b> | <b>-17,721</b> | <b>-39,937</b> |
| <b>Net cash before financing</b>  | <b>12,430</b>  | <b>10,971</b>  | <b>22,819</b>  |
| Acquisition of treasury shares  | -309           |                |                |
| Dividends paid to parent company shareholders   | -9,617         | -9,175         | -9,175         |
| Drawdowns under medium-term lines of credit   | 65,000         | 68,000         | 60,000         |
| Repayment of medium-term lines of credit  | -60,000        | -69,000        | -69,000        |
| Change in other financial debt  | 15             | 50             |                |
| <b>Net cash from financing activities</b>   | <b>-4,911</b>  | <b>-10,125</b> | <b>-18,175</b> |
| Opening cash and cash equivalents   | 5,656          | 1,012          | 1,012          |
| <b>Change in cash and cash equivalents</b>  | <b>7,519</b>   | <b>846</b>     | <b>4,644</b>   |
| <b>Closing cash and cash equivalents</b>  | <b>13,174</b>  | <b>1,858</b>   | <b>5,656</b>   |

| (In €000)                                | H1 2014       | H1 2013      | 2013         |
|--|---------------|--------------|--------------|
| Cash                                     | 13,499        | 2,182        | 5,883        |
| Bank overdrafts                          | -325          | -324         | -227         |
| <b>Closing cash and cash equivalents</b> | <b>13,174</b> | <b>1,858</b> | <b>5,656</b> |

# H1 2014 consolidated financial statements / Statement of changes in shareholders' equity

| (In €000)   | Attributable to             |               |                            |                                |                 |  |   |                           | Total shareholders' equity |
|---|-----------------------------|---------------|----------------------------|--------------------------------|-----------------|--|---|---------------------------|----------------------------|
|   | parent company shareholders |               |                            |                                |                 |  |   | non-controlling interests |                            |
|   | Share capital               | Share premium | Other shareholders' equity | Reserves and retained earnings | Treasury shares | Income or loss recognized directly in equity | Total attributable to parent company shareholders |                           |                            |
| <b>Shareholders' equity as of 12/31/2012</b>            | <b>8,771</b>                | <b>95,241</b> |                            | <b>89,836</b>                  | <b>-8,541</b>   | <b>-3,870</b>                                | <b>181,437</b>                                    | <b>14</b>                 | <b>181,452</b>             |
| First half 2013 net income                              |                             |               |                            | 7,335                          |                 |  | 7,335   |                           | 7,335                      |
| Shares held in treasury                                 |                             |               |                            | 14                             | -26             |  | -12   |                           | -12                        |
| Exchange differences                                    |                             |               |                            | -75                            |                 | -67  | -142  |                           | -142                       |
| Actuarial gains and losses                              |                             |               |                            |                                |                 | 138  | 138   |                           | 138                        |
| Hedging instruments measured at fair value              |                             |               |                            |                                |                 | 206  | 206   |                           | 206                        |
| Allotment of bonus shares and redeemable share warrants |                             |               |                            | 290                            |                 |  | 290   |                           | 290                        |
| Dividends paid by the Company                           |                             |               |                            | -9,175                         |                 |  | -9,175  |                           | -9,175                     |
| Changes in scope  |                             |               |                            |                                |                 |  |   | -13                       | -13                        |
| <b>Shareholders' equity as of 6/30/2013</b>             | <b>8,771</b>                | <b>95,241</b> |                            | <b>88,225</b>                  | <b>-8,567</b>   | <b>-3,593</b>                                | <b>180,078</b>                                    | <b>1</b>                  | <b>180,079</b>             |
| Second half 2013 net income                             |                             |               |                            | 11,438                         |                 |  | 11,438  |                           | 11,438                     |
| Treasury shares   |                             |               |                            | 75                             | -24             |  | 51  |                           | 51                         |
| Exchange differences                                    |                             |               |                            | 119                            |                 | -30  | 89  |                           | 89                         |
| Actuarial gains and losses                              |                             |               |                            |                                |                 | -138   | -138  |                           | -138                       |
| Hedging instruments measured at fair value              |                             |               |                            |                                |                 | 48   | 48  |                           | 48                         |
| Allotment of bonus shares and redeemable share warrants |                             |               |                            | 491                            |                 |  | 491   |                           | 491                        |
| Changes in scope  |                             |               |                            | 8                              |                 |  | 8   | -1                        | 7                          |
| <b>Shareholders' equity as of 12/31/2013</b>            | <b>8,771</b>                | <b>95,241</b> |                            | <b>100,356</b>                 | <b>-8,591</b>   | <b>-3,713</b>                                | <b>192,064</b>                                    |                           | <b>192,064</b>             |
| First half 2014 net income                              |                             |               |                            | 8,803                          |                 |  | 8,803   |                           | 8,803                      |
| Treasury shares   |                             |               |                            | 25                             | -379            |  | -354  |                           | -354                       |
| Exchange differences                                    |                             |               |                            | 70                             |                 | -11  | 59  |                           | 59                         |
| Actuarial gains and losses                              |                             |               |                            |                                |                 | -263   | -263  |                           | -263                       |
| Hedging instruments measured at fair value              |                             |               |                            |                                |                 | -25  | -25   |                           | -25                        |
| Allotment of bonus shares and redeemable share warrants |                             |               |                            | 249                            |                 |  | 249   |                           | 249                        |
| Dividends paid by the Company                           |                             |               |                            | -9,617                         |                 |  | -9,617  |                           | -9,617                     |
| <b>Shareholders' equity as of 6/30/2014</b>             | <b>8,771</b>                | <b>95,241</b> |                            | <b>99,885</b>                  | <b>-8,970</b>   | <b>-4,012</b>                                | <b>190,915</b>                                    |                           | <b>190,915</b>             |

All of the information provided herein is expressed in thousands of euros (€000) unless otherwise indicated.

The accompanying notes are an integral part of the first half 2014 consolidated financial statements. These condensed consolidated financial statements were approved by the Board of Directors on July 23, 2014.

## 1. Highlights of H1 2014

In June 2014, Cegid sold its Hospitality business to SequoiaSoft. SequoiaSoft provides enterprise software to companies in the hospitality and wellness segments of the tourism market.

The Group continued to expand internationally, and in January 2014 created Cegid Software Vostok COOO, a Russian subsidiary fully owned by Cegid Holding BV - Hollande.

## 2. Compliance statement

The condensed consolidated financial statements for the first half of 2014 have been prepared in accordance with IAS 34 "Interim financial reporting".

Cegid's condensed consolidated financial statements have been prepared in accordance with IFRS (standards and interpretations) applicable in the European Union as of June 30, 2014.

This information and the detailed notes hereafter were prepared on the basis of the new standards and interpretations in force on June 30, 2014 and applicable to fiscal years beginning on January 1, 2014 or later, specifically:

- IFRS 10 "Consolidated Financial Statements",
- IFRS 11 "Joint Arrangements",
- IFRS 12 "Disclosure of interests in other entities",
- Revised version of IAS 27 "Separate financial statements",
- Revised version of IAS 28 "Investments in associates and joint ventures",
- Amendments to IAS 32 "Offsetting financial assets and financial liabilities",
- Amendments to IAS 36 "Recoverable Amount Disclosures for Non-Financial Assets",
- Amendments to IAS 39 "Novation of Derivatives and Continuation of Hedge Accounting",
- Amendments for "Transition Guidance", IFRS 10, IFRS 11 and IFRS 12,
- Amendments for "Investment Entities", IFRS 10, IFRS 12 and IAS 27.



Cegid opted against early application of other standards, amendments and IFRIC interpretations whose application was not mandatory as of June 30, 2014. As of that date, the Group was not affected by these texts or did not expect there to be a significant impact on its financial statements in the coming years:

- Amendments to IAS 19 "Employee Benefits",
- Amendments to IAS 16 and IAS 38 "Clarification of Acceptable Methods of Depreciation and Amortisation",
- IFRIC 21 "Levies".

## 3. Accounting principles and methods

### 3.1 PRESENTATION OF THE FINANCIAL STATEMENTS

The condensed consolidated financial statements should be read in conjunction with the consolidated financial statements of the fiscal year ended December 31, 2013.

Cegid has applied the disclosure and presentation rules defined in IAS 34 "Interim financial reporting". The first-half financial statements are presented in condensed form. As such, only certain notes to the financial statements are shown.

The accounting principles and methods applied are identical to those applied to the financial statements for the fiscal year ended December 31, 2013.

The full set of accounting principles is detailed in the consolidated financial statements for the year ended December 31, 2013 and integrated into the 2014 Reference Document filed with the AMF on April 23, 2014 under the number D.14-0392.

Specific principles applicable to first half financial statements are presented below.

### 3.2 VALUATION BASIS

The consolidated financial statements are prepared in accordance with the historical cost principle except for:

- available-for-sale securities, measured at fair value,
- non-current receivables and liabilities, measured at fair value,
- financial liabilities, valued according to the principle of amortized cost.

### 3.3 USE OF ESTIMATES

Preparation of financial statements that comply with the conceptual IFRS framework requires that certain estimates and assumptions be made that affect the amounts reported in these statements.

The principal items involving the use of estimates and assumptions are impairment tests on intangible assets, deferred taxes, provisions, in particular provisions for pension obligations, and liabilities related to earn-outs paid in the context of acquisitions (earn-out clauses). These

estimates are based on the best information available to management as of the date the statements were approved. The current economic and financial environment makes it harder to value and estimate certain assets and liabilities and increases uncertainty about business trends. Management's estimates are based on the information available at the end of the fiscal year. Should actual events diverge from the estimates and assumptions used, there could be an impact on the amounts recognized in the financial statements.

### 3.4 BUSINESS COMBINATIONS - GOODWILL

The accounting method applied for the recognition of business combinations is detailed in Note 2.1.1 to the 2013 consolidated financial statements.

Goodwill on the balance sheet as of June 30, 2014 is determined and measured in accordance with Note 2.1.2 to the 2013 consolidated financial statements.

Earn-outs related to business combinations are measured at their fair value as of the date of the acquisition. After the acquisition date, they are measured at their fair value as of each closing date. After the end of a one-year period beginning on the acquisition date, any change in this fair value is recognized in the income statement if these earn-outs are financial liabilities. For business combinations prior to December 31, 2009, changes to earn-outs are recognized in goodwill.

The amount of goodwill is finalized within one year of the acquisition date.

### 3.5 DEPRECIATION AND AMORTIZATION OF NON-CURRENT ASSETS

Depreciation and amortization are calculated on the basis of the assets held by Cegid as of June 30, 2014 according to the methods detailed in Note 2.2 to the 2013 consolidated financial statements.

### 3.6 IMPAIRMENT TESTS

An impairment test is performed, if necessary, as described in Note 2.3 to the 2013 consolidated financial statements if there is an indication of a loss in value at the end of the first half of the year.

### 3.7 PENSION OBLIGATIONS

The discount rate used in the calculation of pension commitments as of June 30, 2014 was 2.75%. As of December 31, 2013, the rate was 3%.

The assumptions used will be modified in the event the collective bargaining agreements are changed. No new benefits were added, nor was the plan changed in any way during the first half of the year as a result of laws, agreements or contracts.

The components of the calculation of pension obligations as of June 30, 2014 are shown in Note 5.6.

### 3.8 PROVISIONS

Provisions for contingencies and losses were recognized in full as of June 30, 2014 if the event giving rise to it met the conditions specified in Note 2.15 to the 2013 consolidated financial statements.

### 3.9 FINANCIAL INSTRUMENTS

Financial instruments consolidated on June 30, 2014, were recognized in accordance with the rules detailed in Note 2.13 to the 2013 consolidated financial statements.

### 3.10 INCOME TAX

#### Current tax

Tax expense for the first half of the year is based on an estimated tax rate applied to the companies' pre-tax income and calculated on an annual basis. This estimate takes into account the use of tax-loss carryforwards. The calculation also takes into account the tax rates applicable to the various categories of income (normal rate, reduced rate, etc.).

#### Deferred taxes

Cegid applied the criteria for capitalizing deferred taxes to tax-loss carryforwards as of June 30, 2014, in accordance with Note 2.6 to the 2013 consolidated financial statements.



## 4. Cegid Group scope of consolidation

| Company                                      | Head office<br>Siren code    | Business                 | Months<br>consolidated | %<br>control<br>6/30/2014 | %<br>ownership<br>6/30/2014 | %<br>ownership<br>6/30/2013 |      |
|--|------------------------------|--------------------------|------------------------|---------------------------|-----------------------------|-----------------------------|------|
| Cegid SA                                     | Lyon<br>410218010            | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Quadratus SA                                 | Aix-en-Provence<br>382251684 | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Public SA                              | Cergy<br>384626578           | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| TDA International SAS                        | Lyon<br>342136041            | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cemagid SAS                                  | Lyon<br>4287144299           | Software<br>development  | 6                      | 50.00                     | 50.00                       | 50.00                       | EQ   |
| 21S Ingénierie SA                            | Lyon<br>422993428            | Software<br>development  | 6                      | 99.99                     | 99.99                       | 99.99                       | Full |
| Cegid Services SARL                          | Lyon<br>341097616            | Holding<br>company       | 6                      | 99.89                     | 99.89                       | 99.89                       | Full |
| Aspx SARL                                    | Lyon<br>430048462            | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Academy SARL                           | Lyon<br>752639955            | Training                 | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Corporation                            | USA<br>New York              | Software<br>distribution | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Ibérica SL                             | Spain<br>Madrid              | Software<br>distribution | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Ltd                                    | United Kingdom<br>Manchester | Software<br>distribution | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Italia SRL                             | Italy<br>Milan               | Software<br>distribution | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Hong Kong<br>Holdings Limited          | Hong Kong                    | Holding<br>company       | 6                      | 90.00                     | 90.00                       | 90.00                       | Full |
| Cegid Software Ltd                           | China<br>Shenzhen            | Software<br>distribution | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Portugal SLU                           | Portugal<br>Lisbon           | Software<br>distribution | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Tunisia                                | Tunisia<br>Tunis             | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Mauritius Ltee                         | Mauritius                    | Software<br>development  | 6                      | 99.99                     | 99.99                       | 99.99                       | Full |
| Cegid Licenciamento de<br>Software LTDA      | Brazil<br>Sao Paulo          | Software<br>development  | 6                      | 100.00                    | 100.00                      | 100.00                      | Full |
| Cegid Holding BV <sup>(1)</sup>              | Netherlands<br>VD Doorn      | Holding<br>company       | 6                      | 100.00                    | 100.00                      | 0.00                        | Full |
| Cegid Software Vostok<br>COOO <sup>(2)</sup> | Russia<br>Moscow             | Software<br>distribution | 4                      | 100.00                    | 100.00                      | 0.00                        | Full |

Full: Full consolidation / EQ: Equity-accounted

<sup>(1)</sup> Entered into the scope of consolidation on January 1, 2014.

<sup>(2)</sup> Entered into the scope of consolidation on March 1, 2014.

## 5. Notes to the balance sheet

### 5.1 CHANGES IN NON-CURRENT ASSETS

#### 5.1.1 Goodwill

As there was no indication of a loss in value as of June 30, 2014, the impairment test described in Note 2.3 to the 2013 consolidated financial statements was not performed. It will be performed as of December 31, 2014.

Changes during the period broke down as follows:

| (In €000)    | 6/30/14        | 12/31/13       | Increases | Decreases     | 6/30/14        |
|--------------|----------------|----------------|-----------|---------------|----------------|
| Cegid        | 169,036        | 166,612        |           | -2,343        | 164,269        |
| Quadratus    | 16,242         | 16,242         |           |               | 16,242         |
| Cegid Public | 9,887          | 9,887          |           |               | 9,887          |
| <b>TOTAL</b> | <b>195,165</b> | <b>192,741</b> |           | <b>-2,343</b> | <b>190,398</b> |

The decrease is a result of the sale of the Hospitality business (see Note 1).

#### 5.1.2 Intangible assets

Changes during the period broke down as follows:

| (In €000)  | 6/30/13         | 12/31/13        | Changes in scope | Reclassifications | Increases      | Decreases     | 6/30/14         |
|--|-----------------|-----------------|------------------|-------------------|----------------|---------------|-----------------|
| Development costs                                | 326,494         | 341,647         |                  |                   | 15,749         | -6,863        | 350,533         |
| Concessions, patents                             | 12,109          | 14,024          |                  |                   | 420            | -90           | 14,354          |
| Customer relationships and brands <sup>(1)</sup> | 15,560          | 15,560          |                  |                   |                |               | 15,560          |
| Other intangible assets                          | 482             | 166             |                  | 61                | 51             | -31           | 247             |
| <b>Gross amounts</b>                             | <b>354,645</b>  | <b>371,398</b>  |                  | <b>61</b>         | <b>16,220</b>  | <b>-6,984</b> | <b>380,695</b>  |
| Development costs                                | -262,523        | -276,119        |                  |                   | -16,093        | 5,433         | -286,779        |
| Concessions, patents                             | -7,503          | -8,272          |                  |                   | -726           | 62            | -8,936          |
| Other intangible assets                          | -4,864          | -5,198          |                  |                   | -942           |               | -6,140          |
| <b>Depreciation</b>                              | <b>-274,890</b> | <b>-289,590</b> |                  |                   | <b>-17,761</b> | <b>5,495</b>  | <b>-301,855</b> |
| <b>Net intangible assets</b>                     | <b>79,755</b>   | <b>81,808</b>   |                  | <b>61</b>         | <b>-1,540</b>  | <b>-1,489</b> | <b>78,840</b>   |

<sup>(1)</sup> See Note 2.1.1 to the 2013 financial statements.

#### 5.1.3 Property, plant & equipment

Changes during the period broke down as follows:

| (In €000)   | 6/30/13        | 12/31/13       | Changes in scope | Reclassifications | Increases    | Decreases     | 6/30/14        |
|---|----------------|----------------|------------------|-------------------|--------------|---------------|----------------|
| Technical facilities, equipment and industrial supplies | 12,977         | 12,208         |                  | -61               | 1,065        | -517          | 12,695         |
| Other property, plant & equipment                       | 9,483          | 10,265         |                  |                   | 202          | -2,283        | 8,185          |
| <b>Gross amounts</b>                                    | <b>22,459</b>  | <b>22,473</b>  |                  | <b>-61</b>        | <b>1,267</b> | <b>-2,800</b> | <b>20,880</b>  |
| Technical facilities, equipment and industrial supplies | -11,171        | -10,271        |                  |                   | -385         | 471           | -10,184        |
| Other property, plant & equipment                       | -7,188         | -7,260         |                  |                   | -326         | 1,920         | -5,665         |
| <b>Depreciation</b>                                     | <b>-18,359</b> | <b>-17,530</b> |                  |                   | <b>-710</b>  | <b>2,392</b>  | <b>-15,848</b> |
| <b>Net property, plant &amp; equipment</b>              | <b>4,101</b>   | <b>4,943</b>   |                  | <b>-61</b>        | <b>557</b>   | <b>-408</b>   | <b>5,032</b>   |

## 5.1.4 Investments and other financial assets

Changes during the period broke down as follows:

| (In €000)   | 6/30/13      | 12/31/13     | Changes in scope | Increases  | Decreases   | 6/30/14      |
|---|--------------|--------------|------------------|------------|-------------|--------------|
| Equity investments                                  | 102          | 200          | -200             |            |             |              |
| Equity investments and related receivables          | 792          | 1,212        |                  |            |             | 1,212        |
| Other non-current investments                       | 182          | 378          |                  |            |             | 378          |
| Impairment losses                                   | -649         | -649         |                  | -1         | 40          | -610         |
| <b>Total financial investments <sup>(1)</sup></b>   | <b>427</b>   | <b>1,141</b> | <b>-200</b>      | <b>-1</b>  | <b>40</b>   | <b>980</b>   |
| Deposits and guarantees                             | 551          | 522          |                  | 12         | -71         | 463          |
| Loans   | 1,117        | 1,258        |                  |            | -51         | 1,207        |
| Impairment losses on loans, deposits and guarantees | -124         | -147         |                  |            |             | -147         |
| <b>Loans, deposits and guarantees</b>               | <b>1,543</b> | <b>1,632</b> |                  | <b>12</b>  | <b>-122</b> | <b>1,522</b> |
| <b>Other financial assets</b>                       | <b>433</b>   | <b>367</b>   |                  | <b>309</b> | <b>-341</b> | <b>336</b>   |
| <b>Net non-current financial assets</b>             | <b>2,403</b> | <b>3,140</b> | <b>-200</b>      | <b>320</b> | <b>-423</b> | <b>2,838</b> |

<sup>(1)</sup> Financial investments broke down as follows:

| (In €000)                               | 6/30/14    | 12/31/13     | 6/30/13    |
|---|------------|--------------|------------|
| Equity investments                      |            | 200          | 102        |
| Financial assets measured at fair value | 1,212      | 1,212        | 792        |
| Impairment losses                       | -610       | -649         | -646       |
| <b>TOTAL</b>                            | <b>602</b> | <b>763</b>   | <b>248</b> |
| Other investments                       | 380        | 380          | 182        |
| Impairment losses                       | -2         | -2           | -2         |
| <b>Other non-current investments</b>    | <b>378</b> | <b>378</b>   | <b>180</b> |
| <b>Total financial investments</b>      | <b>980</b> | <b>1,141</b> | <b>427</b> |

## 5.1.5 Equity-accounted subsidiaries

| (In €000)  | 6/30/14    | 12/31/13  | 6/30/13     |
|--|------------|-----------|-------------|
| Opening balance                                      | 15         | -454      | -454        |
| Reclassification of goodwill <sup>(1)</sup>          |            | 920       |             |
| Reduction in earn-out                                |            | -267      |             |
| Capital increase                                     | 1,470      |           |             |
| Share in net income of equity-accounted subsidiaries | -513       | -185      | -103        |
| <b>Closing balance</b>                               | <b>972</b> | <b>15</b> | <b>-557</b> |

<sup>(1)</sup> See Note 4.1.6 to the 2013 financial statements.

## 5.2 CHANGES IN CURRENT ASSETS

### 5.2.1 Changes related to impairment of current assets

| (In €000)                              | 6/30/13       | 12/31/13      | Changes in scope | Increases    | Decreases     | 6/30/14       |
|--|---------------|---------------|------------------|--------------|---------------|---------------|
| Inventories and work-in-progress       | 9             | 10            |                  | 1            |               | 11            |
| Trade receivables and similar accounts | 10,749        | 10,868        |                  | 3,026        | -2,549        | 11,345        |
| Other receivables                      | 44            | 44            |                  |              |               | 44            |
| <b>TOTAL</b>                           | <b>10,801</b> | <b>10,921</b> |                  | <b>3,027</b> | <b>-2,549</b> | <b>11,399</b> |

## 5.2.2 Cash and cash equivalents

| (In €000)    | 6/30/14       | 12/31/13     | 6/30/13      |
|--------------|---------------|--------------|--------------|
| Cash         | 13,499        | 5,883        | 2,182        |
| <b>TOTAL</b> | <b>13,499</b> | <b>5,883</b> | <b>2,182</b> |

## 5.3 FINANCIAL INSTRUMENTS

## 5.3.1 Fair value of financial instruments

In accordance with the requirements of IFRS 7, paragraph 27B, the tables below present the three methods used to determine the fair value of financial instruments:

- Method 1: fair value based on published price quotations in active markets,
- Method 2: fair value based on price quotations on observable markets,
- Method 3: fair value based on unobservable markets.

| Financial assets (in €000) as of 6/30/2014          | Carrying value | Method |
|---|----------------|--------|
| Financial assets measured at fair value             | 602            | 1      |
| Other non-current financial assets                  | 382            | 3      |
| Cash equivalents                                    |                | 1      |
| Cash  | 13,499         | 1      |
| <b>Financial assets measured at fair value</b>      | <b>14,483</b>  |        |
| Financial liabilities (in €000) as of 6/30/2014     | Carrying value | Method |
| Acquisition-related debt                            | 290            | 2      |
| <b>Financial liabilities measured at fair value</b> | <b>290</b>     |        |

| Financial assets (in €000) as of 12/31/2013         | Carrying value | Method |
|---|----------------|--------|
| Financial assets measured at fair value             | 563            | 1      |
| Other non-current financial assets                  | 578            | 3      |
| Cash equivalents                                    |                | 1      |
| Cash  | 5,883          | 1      |
| <b>Financial assets measured at fair value</b>      | <b>7,024</b>   |        |
| Financial liabilities (in €000) as of 12/31/2013    | Carrying value | Method |
| Acquisition-related debt                            | 670            | 2      |
| <b>Financial liabilities measured at fair value</b> | <b>670</b>     |        |

| Financial assets (in €000) as of 6/30/2013          | Carrying value | Method |
|---|----------------|--------|
| Financial assets measured at fair value             | 247            | 1      |
| Other non-current financial assets                  | 321            | 3      |
| Cash equivalents                                    |                | 1      |
| Cash  | 2,182          | 1      |
| <b>Financial assets measured at fair value</b>      | <b>2,750</b>   |        |
| Financial liabilities (in €000) as of 6/30/2013     | Carrying value | Method |
| Acquisition-related debt                            | 3,987          | 2      |
| <b>Financial liabilities measured at fair value</b> | <b>3,987</b>   |        |

| (In €000) as of 6/30/2014               | Carrying value | Financial assets at fair value through profit or loss      | Available-for-sale assets | Loans and receivables |                        |
|---|----------------|--|---------------------------|-----------------------|------------------------|
| Financial assets measured at fair value | 601            |  | 601                       |                       |                        |
| Other non-current financial assets      | 714            |  | 382                       | 332                   |                        |
| Loans                                   | 1,204          |  |                           | 1,204                 |                        |
| Deposits and guarantees                 | 316            |  |                           | 316                   |                        |
| Trade accounts receivable               | 63,872         |  |                           | 63,872                |                        |
| Other short-term receivables            | 6,540          |  |                           | 6,540                 |                        |
| Cash                                    | 13,499         | 13,499   |                           |                       |                        |
| <b>Financial assets</b>                 | <b>86,746</b>  | <b>13,499</b>  | <b>983</b>                | <b>72,264</b>         |                        |
| (In €000) as of 6/30/2014               | Carrying value | Financial liabilities at fair value through profit or loss | Debt at amortized cost    | Other liabilities     | Derivative instruments |
| Medium-term line of credit              | 64,986         |  | 64,643                    |                       | 343                    |
| Acquisition-related debt                | 290            |  |                           | 290                   |                        |
| Trade payables                          | 19,897         |  |                           | 19,897                |                        |
| Other current liabilities               | 48,159         |  |                           | 48,159                |                        |
| Current financial liabilities           | 820            |  |                           | 820                   |                        |
| <b>Financial liabilities</b>            | <b>134,152</b> |  | <b>64,643</b>             | <b>69,166</b>         | <b>343</b>             |

| (In €000) as of 12/31/2013              | Carrying value | Financial assets at fair value through profit or loss      | Available-for-sale assets | Loans and receivables |                        |
|---|----------------|--|---------------------------|-----------------------|------------------------|
| Investments in unconsolidated companies | 200            |  | 200                       |                       |                        |
| Financial assets measured at fair value | 563            |  | 563                       |                       |                        |
| Other non-current financial assets      | 745            |  | 381                       | 364                   |                        |
| Loans                                   | 1,258          |  |                           | 1,258                 |                        |
| Deposits and guarantees                 | 374            |  |                           | 374                   |                        |
| Other non-current receivables           | 1,289          |  |                           | 1,289                 |                        |
| Trade accounts receivable               | 63,159         |  |                           | 63,159                |                        |
| Other short-term receivables            | 6,318          |  |                           | 6,318                 |                        |
| Cash                                    | 5,883          | 5,883  |                           |                       |                        |
| <b>Financial assets</b>                 | <b>79,789</b>  | <b>5,883</b>   | <b>1,144</b>              | <b>72,762</b>         |                        |
| (In €000) as of 12/31/2013              | Carrying value | Financial liabilities at fair value through profit or loss | Debt at amortized cost    | Other liabilities     | Derivative instruments |
| Medium-term line of credit              | 59,870         |  | 59,565                    |                       | 305                    |
| Acquisition-related debt                | 670            |  |                           | 670                   |                        |
| Trade payables                          | 21,843         |  |                           | 21,843                |                        |
| Other current liabilities               | 54,996         |  |                           | 54,996                |                        |
| Current financial liabilities           | 693            | 693  |                           |                       |                        |
| <b>Financial liabilities</b>            | <b>138,072</b> | <b>693</b>   | <b>59,565</b>             | <b>77,509</b>         | <b>305</b>             |

| (In €000) as of 6/30/2013               | Carrying value | Financial assets at fair value through profit or loss | Available-for-sale assets | Loans and receivables |
|---|----------------|---|---------------------------|-----------------------|
| Investments in unconsolidated companies | 102            |   | 102                       |                       |
| Financial assets measured at fair value | 145            |   | 145                       |                       |
| Other non-current financial assets      | 609            |   | 321                       | 288                   |
| Loans                                   | 1,116          |   |                           | 1,116                 |
| Deposits and guarantees                 | 431            |   |                           | 431                   |
| Other non-current receivables           | 2,771          |   |                           | 2,771                 |
| Trade accounts receivable               | 64,382         |   |                           | 64,382                |
| Other short-term receivables            | 8,297          |   |                           | 8,297                 |
| Cash                                    | 2,182          | 2,182   |                           |                       |
| <b>Financial assets</b>                 | <b>80,035</b>  | <b>2,182</b>  | <b>568</b>                | <b>77,285</b>         |

| (In €000) as of 6/30/2013     | Carrying value | Financial liabilities at fair value through profit or loss | Debt at amortized cost | Other liabilities | Derivative instruments |
|-------------------------------|----------------|--|------------------------|-------------------|------------------------|
| Medium-term line of credit    | 67,843         |  | 67,508                 |                   | 335                    |
| Acquisition-related debt      | 3,987          |  |                        | 3,987             |                        |
| Trade payables                | 20,752         |  |                        | 20,752            |                        |
| Other current liabilities     | 47,518         |  |                        | 47,518            |                        |
| Current financial liabilities | 828            |  |                        | 828               |                        |
| <b>Financial liabilities</b>  | <b>140,928</b> |  | <b>67,508</b>          | <b>73,085</b>     | <b>335</b>             |

## 5.4 OTHER CHANGES

Breakdown of deferred tax assets and liabilities

| (In €000)                | 12/31/13 | Other changes | Impact on earnings | 6/30/14 |
|--------------------------|----------|---------------|--------------------|---------|
| Deferred tax assets      | 2,146    |               |                    | 2,146   |
| Deferred tax liabilities | 5,165    | -13           | -1,620             | 3,532   |

As of June 30, 2014, unrecognized deferred tax assets represented tax-loss carryforwards of foreign companies and totaled €3,428 thousand (€3,094 thousand as of December 31, 2013).

## 5.5 NOTES TO SHAREHOLDERS' EQUITY

### 5.5.1 Changes in share capital

|                        | Number of shares | Par value (in €) | Share capital (in €) | Share premium (in €) |
|------------------------|------------------|------------------|----------------------|----------------------|
| As of 12/31/2011       | 9,233,057        | 0.95             | 8,771,404            | 95,241,125           |
| As of 12/31/2012       | 9,233,057        | 0.95             | 8,771,404            | 95,241,125           |
| As of 12/31/2013       | 9,233,057        | 0.95             | 8,771,404            | 95,241,125           |
| <b>As of 6/30/2014</b> | <b>9,233,057</b> | <b>0.95</b>      | <b>8,771,404</b>     | <b>95,241,125</b>    |

## 5.5.2 Earnings per share

|  | 6/30/2014 | 12/31/2013 | 6/30/2013 |
|--|-----------|------------|-----------|
| Number of shares at end of period  | 9,233,057 | 9,233,057  | 9,233,057 |
| Average number of shares during the period   | 8,742,897 | 8,736,948  | 8,734,343 |
| Number of shares held in treasury at end of period   | 501,453   | 491,374    | 499,533   |
| <b>Consolidated net income</b>   |           |            |           |
| Net income attributable to parent company shareholders (in €M)                                     | 8.80      | 18.77      | 7.34      |
| Earnings per share attributable to parent company shareholders (in €) <sup>(1)</sup>               | 1.01      | 2.15       | 0.84      |
| Fully diluted earnings per share attributable to parent company shareholders (in €) <sup>(2)</sup> | 1.01      | 2.15       | 0.84      |

<sup>(1)</sup> Based on the average number of shares (excl. treasury shares).

<sup>(2)</sup> Based on the average number of shares outstanding plus the number of additional shares to be issued (excl. treasury shares). Only potentially dilutive shares enter into the calculation of fully diluted earnings per share.

## 5.6 PROVISIONS

### 5.6.1 Non-current provisions for pension obligations and employee benefits

| Provisions for pension obligations and employee benefits (in €000) | 6/30/14       | 12/31/13      | 6/30/13       |
|--|---------------|---------------|---------------|
| Present value of commitments at start of period                    | 14,020        | 13,103        | 13,103        |
| Changes in scope   |               |               |               |
| Financial costs  | 202           | 390           | 195           |
| Current service costs  | 385           | 747           | 374           |
| Amortization of unrecognized past service costs                    |               |               |               |
| Benefits paid during the period - long service awards              | -63           | -220          | -116          |
| Projected present value of commitments at end of period            | 14,545        | 14,020        | 13,556        |
| Actuarial gains and losses/experience adjustments                  | -176          |               | -213          |
| Actuarial gains and losses/changes in assumptions                  | 455           |               |               |
| Impact of IAS 19 amendment   |               |               |               |
| <b>Projected present value of commitments at end of period</b>     | <b>14,824</b> | <b>14,020</b> | <b>13,343</b> |

### 5.6.2 Current provisions

| (In €000)            | 6/30/13      | 12/31/13     | Increases    | Used decreases | Unused decreases | 6/30/14      |
|----------------------|--------------|--------------|--------------|----------------|------------------|--------------|
| Labor disputes       | 2,447        | 2,910        | 266          | -358           | -141             | 2,677        |
| Customer disputes    | 2,754        | 1,887        | 623          | -297           | -339             | 1,874        |
| Reorganization plans | 364          | 364          |              |                | -364             |              |
| Other                | 860          | 763          | 1,378        | -15            | -72              | 2,054        |
| <b>TOTAL</b>         | <b>6,424</b> | <b>5,923</b> | <b>2,267</b> | <b>-670</b>    | <b>-916</b>      | <b>6,605</b> |

## 5.7 BREAKDOWN OF LIABILITIES BY MATURITY

| (In €000)  | 6/30/14        | 1 year or less | 1 to 5 years  | more than 5 years |
|--|----------------|----------------|---------------|-------------------|
| Financial debt   | 65,806         | 820            | 64,986        |                   |
| Trade payables   | 19,897         | 19,897         |               |                   |
| Tax and social security liabilities                      | 42,988         |                |               |                   |
| Payables related to acquired property, plant & equipment | 1,391          | 1,391          |               |                   |
| Other liabilities and unearned revenue                   | 24,620         | 24,620         |               |                   |
| <b>TOTAL</b>   | <b>154,702</b> | <b>46,728</b>  | <b>64,986</b> |                   |

| (In €000)  | 12/31/13       | 1 year or less | 1 to 5 years  | more than 5 years |
|--|----------------|----------------|---------------|-------------------|
| Financial debt   | 60,563         | 693            | 59,870        |                   |
| Trade payables   | 21,843         | 21,843         |               |                   |
| Tax and social security liabilities                      | 47,737         | 47,737         |               |                   |
| Payables related to acquired property, plant & equipment | 3,621          | 3,345          | 276           |                   |
| Other liabilities and unearned revenue                   | 14,426         | 14,426         |               |                   |
| <b>TOTAL</b>   | <b>148,190</b> | <b>88,044</b>  | <b>60,146</b> |                   |

| (In €000)  | 6/30/13        | 1 year or less | 1 to 5 years  | more than 5 years |
|--|----------------|----------------|---------------|-------------------|
| Financial debt   | 68,671         | 828            | 67,843        |                   |
| Trade payables   | 20,752         | 20,752         |               |                   |
| Tax and social security liabilities                      | 41,346         | 41,346         |               |                   |
| Payables related to acquired property, plant & equipment | 4,837          | 4,597          | 240           |                   |
| Other liabilities and unearned revenue                   | 23,735         | 23,735         |               |                   |
| <b>TOTAL</b>   | <b>159,341</b> | <b>91,258</b>  | <b>68,083</b> |                   |

## 6. Notes to the income statement

### 6.1 BREAKDOWN OF SALES

#### 6.1.1 By type of business

| (In €000)  | First half 2014 | First half 2013 | 2013           |
|--|-----------------|-----------------|----------------|
| SaaS   | 22,852          | 18,113          | 38,024         |
| Licenses   | 15,583          | 15,932          | 33,690         |
| Maintenance  | 50,488          | 50,530          | 101,170        |
| Other  | 2,272           | 2,087           | 5,143          |
| <b>Total Software and software-related services (SSRS)</b> | <b>91,195</b>   | <b>86,662</b>   | <b>178,027</b> |
| Professional services                                      | 28,191          | 28,855          | 55,603         |
| <b>Total SSRS and professional services</b>                | <b>119,386</b>  | <b>115,517</b>  | <b>233,630</b> |
| Hardware distribution and other                            | 11,326          | 13,198          | 26,303         |
| <b>TOTAL</b>   | <b>130,712</b>  | <b>128,715</b>  | <b>259,933</b> |

#### 6.1.2 By customer market segment

| (In €000)                                 | First half 2014 | First half 2013 | 2013           |
|---|-----------------|-----------------|----------------|
| Accounting profession and small companies | 50,751          | 48,023          | 100,045        |
| Mid-market and groups                     | 33,284          | 33,305          | 67,067         |
| Vertical markets                          | 36,926          | 37,964          | 73,362         |
| Public sector                             | 8,520           | 8,198           | 16,778         |
| Miscellaneous                             | 1,231           | 1,225           | 2,681          |
| <b>TOTAL</b>                              | <b>130,712</b>  | <b>128,715</b>  | <b>259,933</b> |

## 6.2 OTHER OPERATING INCOME AND EXPENSES

| (In €000)                      | First half 2014 | First half 2013 | 2013        |
|--------------------------------|-----------------|-----------------|-------------|
| Impact of reorganization plans | 364             |                 |             |
| Impact of earn-outs            |                 | 185             | 209         |
| Sale of businesses             | 6,310           | 323             | 204         |
| <b>Other operating income</b>  | <b>6,674</b>    | <b>508</b>      | <b>413</b>  |
| Impact of site consolidation   | -1,596          |                 |             |
| Impact of earn-outs            |                 | -119            | -119        |
| Sale of businesses             | -4,238          | -593            | -670        |
| <b>Other operating expense</b> | <b>-5,834</b>   | <b>-712</b>     | <b>-789</b> |

"Sale of businesses" relates to the sale of the Hospitality business (see Note 1).

## 6.3 NET FINANCIAL EXPENSE

| (In €000)                                      | First half 2014 | First half 2013 | 2013          |
|--|-----------------|-----------------|---------------|
| Financial income from equity investments       | 8               | 8               | 15            |
| Income from investments                        | 36              | 5               | 6             |
| Income related to discounting                  |                 | 19              | 32            |
| Write-back of financial provisions             | 223             | 13              |               |
| Other financial income                         | 51              | 83              | 269           |
| <b>Financial income</b>                        | <b>318</b>      | <b>128</b>      | <b>322</b>    |
| Interest expense on loans and other borrowings | -778            | -580            | -1,397        |
| Expense related to discounting                 |                 | -46             | -46           |
| Financial provisions                           | -236            | -257            | -919          |
| Other financial expense                        | -76             | -53             | -170          |
| <b>Financial expense</b>                       | <b>-1,090</b>   | <b>-936</b>     | <b>-2,532</b> |
| <b>Net financial expense</b>                   | <b>-772</b>     | <b>-808</b>     | <b>-2,210</b> |

## 6.4 TAXES

### 6.4.1 Breakdown of tax expense

| (In €000)    | First half 2014 | First half 2013 | 2013          |
|--------------|-----------------|-----------------|---------------|
| Current tax  | -7,070          | -3,983          | -11,119       |
| Deferred tax | 1,479           | -154            | 1,320         |
| <b>TOTAL</b> | <b>-5,591</b>   | <b>-4,137</b>   | <b>-9,800</b> |

### 6.4.2 Tax reconciliation

| (In €000)                       | First half 2014 | %             | First half 2013 | %             | 2013          | %             |
|---------------------------------|-----------------|---------------|-----------------|---------------|---------------|---------------|
| Pre-tax income                  | 14,907          |               | 11,575          |               | 28,758        |               |
| Theoretical tax                 | -5,132          | 34.43%        | -3,985          | 34.43%        | -9,901        | 34.43%        |
| Effect of permanent differences | -90             | 0.60%         | -210            | 1.81%         | -302          | 1.05%         |
| Losses of foreign subsidiaries  | -250            | 1.68%         | -130            | 1.12%         | -241          | 0.84%         |
| Tax credits                     | 448             | -3.01%        | 316             | -2.73%        | 154           | -0.54%        |
| Rate effects and miscellaneous  | -567            | 3.80%         | -128            | 1.11%         | 490           | -1.70%        |
| <b>Income tax</b>               | <b>-5,591</b>   | <b>37.51%</b> | <b>-4,137</b>   | <b>35.74%</b> | <b>-9,800</b> | <b>34.08%</b> |

## 7. Notes on off-balance-sheet commitments

### 7.1 COMMITMENTS RECEIVED

#### 7.1.1 Commitments received as asset and liability guarantees in connection with acquisitions

| (In €000)   | 1 year or less | 1 to 5 years | more than 5 years |
|---|----------------|--------------|-------------------|
| Commitments subject to limitations received as asset and liability guarantees | 850            | 1,950        |                   |
| Guarantees received as part of company acquisitions                           | 150            | 100          |                   |

#### 7.1.2 Bank lines of credit

| Credit lines in €M until                       | 6/30/14 | 6/30/15 | 6/30/16 | 6/30/17 |
|--|---------|---------|---------|---------|
| Drawdown authorizations on 2010 line of credit | 200     | 170     | 140     | 100     |
| <i>Of which utilized as of 6/30/14</i>         | 65      |         |         |         |

As of June 30, 2014, Cegid had a syndicated line of credit totaling €200 million, of which €135 million was available. This line will reduce to €170 million on July 1, 2014, to €140 million on July 1, 2015 and to €100 million on July 1, 2016, available until June 30, 2017.

### 7.2 COMMITMENTS GIVEN

There were no significant changes in off-balance-sheet commitments related to leases.

#### 7.2.1 Guarantees relating to the Cegid foundation

| (In €000)                               | 1 year or less | 1 to 5 years | more than 5 years |
|---|----------------|--------------|-------------------|
| Guarantees relating to Cegid foundation | 135            | 540          |                   |

Cegid took on bank guarantees in the context of the creation of the foundation at the end of 2013.

#### 7.2.2 Commitments given in connection with bank lines of credit

The loan agreement (see Note 7.1.2) includes the customary covenants and clauses regarding accelerated maturity, specifically:

- Borrowings become immediately due and payable upon voluntary or involuntary liquidation,
- Maturity may be accelerated in the event of non-payment of an amount due under one or both of the loan agreements or in the event of non-payment of a tax or social welfare contribution, unless it has been contested.

Cegid must also adhere to the following covenants:

- Consolidated net debt/consolidated shareholders' equity less than 1;
- Consolidated net debt/average consolidated EBITDA of the past four half-year periods less than 3.

The Group is currently in compliance with these covenants and intends to remain so.

As of June 30, 2014, drawdowns under the syndicated lines of credit totaled €65 million.

## 8. Related party disclosures

### TRANSACTIONS WITH ICMI

Details of the relationship between Cegid Group and ICMI (52 quai Paul Sédallian, 69009 Lyon) and its subsidiaries and principal executives, as well as with Groupama (8-10 rue d'Astorg, 75008 Paris) and its subsidiaries during the first half of 2014 were as follows:

| (In €000)                     | First half 2014 | First half 2013 | 2013          |
|-------------------------------|-----------------|-----------------|---------------|
| Operating receivables (gross) | 82              | 220             | 154           |
| Operating liabilities         | 1,270           | 613             | 648           |
| (In €000)                     | First half 2014 | First half 2013 | 2013          |
| Executive Management fees     | -1,589          | -1,522          | -3,176        |
| Other external expenses       | -499            | -26             | -537          |
| <b>Operating expenses</b>     | <b>-2,088</b>   | <b>-1,548</b>   | <b>-3,714</b> |
| Overheads                     | 113             | 232             | 481           |
| <b>Operating revenue</b>      | <b>113</b>      | <b>232</b>      | <b>481</b>    |

## 9. Events subsequent to June 30, 2014

Since July 1, 2014, no events have taken place that might have a significant impact on Cegid's assets, liabilities or financial condition.

To the shareholders,

In compliance with the assignment you entrusted to us at your Shareholders' Meeting and pursuant to Article L.451-1-2 III of the Monetary and Financial Code, we have:

- conducted a limited examination of the accompanying condensed consolidated financial statements for Cegid Group SA, covering the six-month period from January 1 to June 30, 2014;
- verified the information disclosed in the management report on the first half of the year.

These condensed, consolidated, financial statements for the first half of the year are the responsibility of the Board of Directors. Our responsibility is to express a conclusion about these financial statements based on our limited review.

## I. CONCLUSION REGARDING THE FINANCIAL STATEMENTS

We conducted our limited examination in accordance with French professional standards.

A limited examination consists in interviewing the individuals responsible for accounting and financial matters and in implementing analytical procedures. An examination of this type is less extensive than the work required under an audit performed in accordance with French professional standards. Consequently, the level of assurance obtained from a limited examination that the financial statements as a whole do not contain significant anomalies, is a moderate one and not as high as that obtained in the context of an audit.

Based on our limited examination, no significant anomalies have come to our attention that would cause us to question the compliance of these condensed consolidated first half financial statements with IAS 34 "Interim financial reporting", which is part of the IFRS platform adopted by the European Union.

## II. SPECIFIC VERIFICATION

We have also verified the information contained in management's report on the first half consolidated financial statements that were the subject of our limited examination.

We have no observations to make as to the fairness of this information or its consistency with the condensed consolidated first half financial statements.

Lyon and Villeurbanne, July 24, 2014

**The Statutory Auditors**

**MAZARS**

Christine Dubus

**GRANT THORNTON**

French member of Grant Thornton International  
Thierry Chautant

We hereby certify that to the best of our knowledge, the condensed first half 2014 consolidated financial statements were prepared in accordance with applicable accounting standards and give a true and fair view of the assets and liabilities, financial condition and earnings of the companies in Cegid's scope of consolidation, and that the first half management report presents a true and fair view of the important events that took place during the first six months of the fiscal year and of their impact on the first half financial statements, of the principal risks and uncertainties for the remaining six months of the year and of the principal transactions between related parties.

**Jean-Michel Aulas**  
Chairman of the Board of Directors

**Patrick Bertrand**  
Chief Executive Officer

## General information

Fiscal year: January 1 to December 31

ISIN code: FR 0000124703

Reuters: CEGI.PA

Bloomberg: CGD FP

Number of shares as of June 30, 2014: 9,233,057

Cegid Group shares have been listed since 1986 and trade on Euronext Paris - Segment B

Cegid Group is included in the CAC All Shares, CAC All-Tradable, CAC Mid & Small, CAC Small, CAC Soft. & C.S., CAC Technology and NEXT 150 indices

### SHAREHOLDERS AS OF JUNE 30, 2014

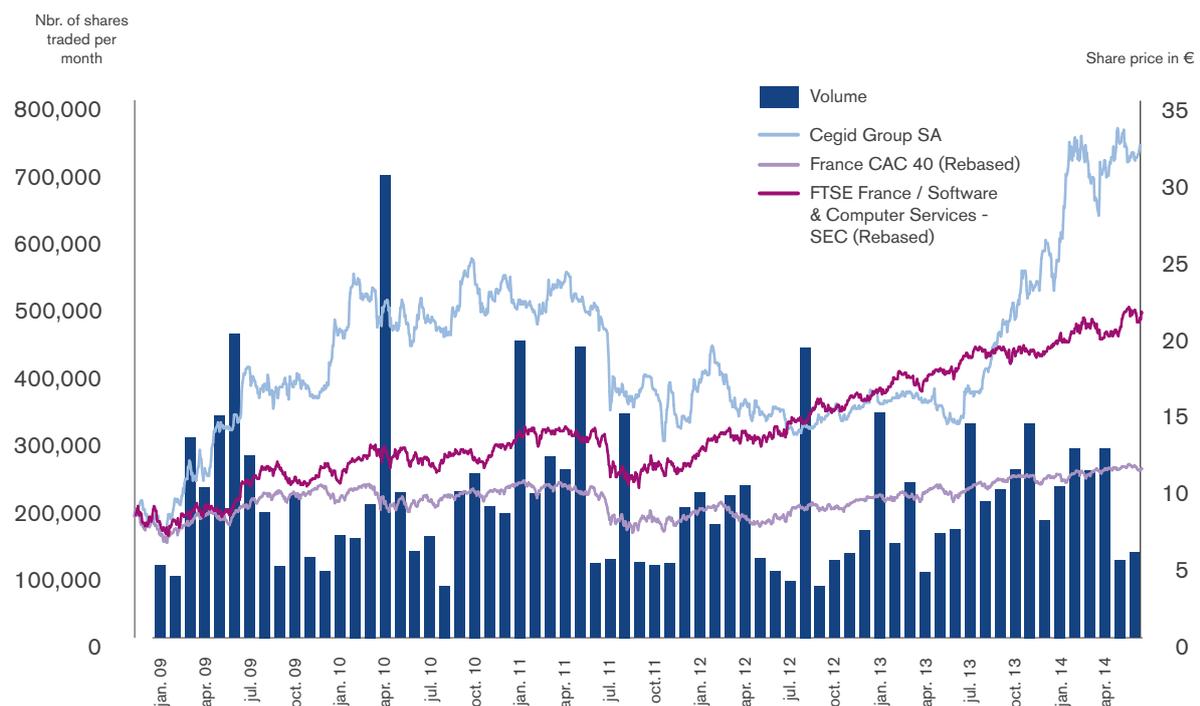
| Share capital as of June 30                 | Number of shares | % of shares | % of voting rights |
|---|------------------|-------------|--------------------|
| Groupama group                              | 2,482,531        | 26.89       | 25.02              |
| ICMI <sup>(1)</sup>                         | 927,604          | 10.05       | 18.70              |
| Executive Board (excl. ICMI) <sup>(2)</sup> | 96,413           | 1.04        | 1.62               |
| Treasury shares                             | 501,453          | 5.43        | NA                 |
| Eximium <sup>(3)</sup>                      | 464,405          | 5.03        | 4.68               |
| Free float                                  | 4,760,651        | 51.56       | 49.98              |
| <b>TOTAL</b>                                | <b>9,233,057</b> | <b>100</b>  | <b>100</b>         |

<sup>(1)</sup> As of June 30, 2014, Jean-Michel Aulas held 99.95% of the shares of ICMI, representing 99.96% of the voting rights.

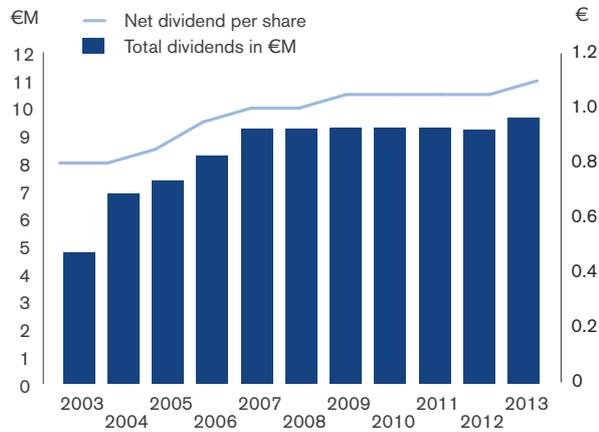
<sup>(2)</sup> The Chairman, Chief Executive Officer and members of the Board of Directors are considered members of the Executive Board. Nevertheless, the percentage ownership of ICMI is listed separately in the table.

<sup>(3)</sup> On the basis of information received from Eximium on April 11, 2014.

### CEGID GROUP SHARE PRICE AND TRADING VOLUME



## CEGID'S DYNAMIC DIVIDEND POLICY



Following the decision of shareholders at their May 12, 2014 Ordinary Meeting, Cegid distributed a dividend of €1.10 per share on 2013 earnings on May 19, 2014.

## COVERAGE OF CEGID GROUP

The following financial analysts cover Cegid Group on a regular basis:

- CM CIC Securities: Charles-Edouard Boissy
- Gilbert Dupont: Geoffroy Peirerra
- Micap Partners: Gilbert Ferrand

## CALENDAR

- October 9, 2014: 3<sup>rd</sup> quarter 2014 sales\*
- January 22, 2015: 4<sup>th</sup> quarter 2014 sales\*

\* after the market close.





**Head office**

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69 279 Lyon Cedex 09

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*Société anonyme* with share capital of €8,771,404.15 - SIREN 327 888 111 RCS Lyon -  
VAT EEC FR 52 327 888 111

[www.cegid.com](http://www.cegid.com)

