

# Sword Group 2016 Third Quarterly Results

Revenue: €39.7 M

EBITDA Margin: 15.2 %

Organic Growth: + 17.2 %  
(at constant exchange rate)

## Sword Group YTD 2016 <sup>(1) (2)</sup>

Consolidated Revenue: €119.8 M

EBITDA margin: 15.4 %

Organic Growth at constant exchange rate:  
+ 17.8 %

<sup>(1)</sup> non audited figures

<sup>(2)</sup> % calculated from figures in €K

Windhof - October 24th 2016

## Consolidated Accounts

Q3 <sup>(1) (2)</sup>			
€M	2016	2015	Consolidated Growth
Revenue	39.7	33.7	+ 17.6 %
EBITDA	6.0	5.2	+ 15.4 %
EBITDA Margin	15.2 %	15.5 %	-

<sup>(1)</sup> non audited figures

<sup>(2)</sup> % calculated from figures in €K

YTD <sup>(1) (2)</sup>			
€M	2016	2015	Consolidated Growth
Revenue	119.8	101.5	+ 18.0 %
EBITDA	18.5	15.7	+ 17.8 %
EBITDA Margin	15.4 %	15.5 %	-

<sup>(1)</sup> non audited figures

<sup>(2)</sup> % calculated from figures in €K

## ANALYSIS

During the third quarter, the Group has outperformed in terms of organic growth at constant exchange rates. Organic growth amounted to 17.2 % for this period.

The distribution per sector was as follows:

- Software + 14.5 %
- Services + 18.5 %

## OUTLOOK

The Group will outperform in relation to its annual target of 15% organic growth at constant exchange rates and confirms its target of an EBITDA margin of 15%.

As a reminder, the Horizon 2020 plan presented to the market on 5 September targets a revenue trend of €300 M for 2020 with an EBITDA rate equal to or greater than 14.5%.

## Investor Relations

e [investorrelations@sword-group.lu](mailto:investorrelations@sword-group.lu)

### Sword Group

1 500\* staff

Listed on Euronext Paris - Compartment B

ISIN Code: FR0004180578

ICB : 9530 Software & Computer Services

Indices:

CAC® Small

CAC® Mid & Small

CAC® All-Tradable

CAC® All-Share

### About Sword Group

SWORD has 1 500 IT/Digital & Software specialists present over five continents to accompany you in the growth of your organisation in the digital age.

As a leader in technological and digital transformation, SWORD has since 2000 acquired a solid reputation in software publishing and in complex IT & business project management.

With SWORD you have the guarantee of strong close and qualified local commitment, the aim of which is to optimise your processes and data.

Above all, our ambition is to build sustainably and foster the loyalty of our staff, our clients and our partners by building on our values and our enthusiasm to accompany you throughout your projects.

The Group's performance enables us to invest in the R&D projects that contribute to our positioning and our differentiation on niche markets.

Thanks to its recognised competences in over 20 countries, Sword benefits from the trust of prestigious references such as: Admiral, Barclays Bank, BMW, the European Union, the National Payment and Trademark Offices, Lombard, Orange, the United Nations Organisation, etc.

Consulting and IT Services: SWORD commits for the most part to fixed-price contracts and operates with a network of competence centres (business units) in different specialised fields: Geographic Information Systems, ECM/EDM, corporate search engines, digital marketing, CRM, portals and corporate social networks, Data and Business Intelligence, Web and Mobile development, infrastructure and cloud, cyber security, performance and applications optimisation, desktop publishing and intellectual property.

Software: SWORD develops on demand product lines in the Risk and Compliance sectors (SWORD Active Risk and SWORD Achiever), Intellectual Property (SWORD Intellect), Health (SWORD Orizon), Desktop Publishing (SWORD Kami), Predictive Analysis (SWORD Insight) and Asset Finance (SWORD Apak).

To find more about on our expertise, join us on [www.sword-group.com](http://www.sword-group.com)

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2, rue d'Arion  
L-8399 Windhof

