

## Sword Group 2016 Fourth Quarterly Results Outperformance in terms of:

Revenue: €40.3 M

EBITDA Margin: 15.9%

Organic Growth at constant exchange  
rate: + 15.2%

Sword Group Q4 2016 <sup>(1)</sup>

Consolidated

Growth: + 11.9%

EBITDA: €6.4 M (15.9%)

Sword Group 2016 <sup>(1)</sup>

Organic Growth at constant exchange rate:  
17.2%

Consolidated Growth: + 16.4%

EBITDA margin: 15.5%

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

Investor Relations

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Sword Group

1 600+ staff

Listed on Euronext Paris - Compartment B

ISIN Code: FR0004180578

ICB: 9530 Logiciels et Services Informatiques

Indices:

CAC® Small

CAC® Mid & Small

CAC® All-Tradable

CAC® All-Share

About Sword Group

Sword Group is an international Consulting, Service and Software Company driving global leaders in their digital & technology transformation.

Created in November 2000, the group has a current headcount of 1,400+ staff (31/12/2015) operating in more than 50 countries.

Sword generates €137.6m in consolidated revenue in 2015.

Sword offers its customers comprehensive and integrated responses, on both the strategic approach and the execution.

In order to meet the strategic challenges of its clients, the adaptation demands of their information systems and the evolution needs of their business processes, Sword is organised around specialised competence centres. The group guarantees to customers the provision of proximity services, high-added value know-how, high production capacity and optimised economic approaches.

The 5 main areas of activity of the Group:

Sword Consulting advises CXOs in their strategy and through accomplishment

Sword Services enables new technologies within complex Business & IT landscapes

Sword Digital accelerates companies' internal & external digitalization programs

Sword Performance enables customers to manage IT Performance

Sword Software provides global solutions in asset finance and GRC

More information on [www.sword-group.com](http://www.sword-group.com)

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€M	Q4 <sup>(1)</sup>		
	2016	2015	Growth
Consolidated	2016	2015	Growth
Revenue	40.3	36.0	+ 11.9%
EBITDA	6.4	5.8	+ 10.5%
EBITDA Margin	15.9%	16.1%	-

€M	Année <sup>(1)</sup>		
	2016	2015	Growth
Consolidated	2016	2015	Growth
Revenue	160.2	137.6	+ 16.4%
EBITDA	24.9	21.6	+15.6%
EBITDA Margin	15.5%	15.7%	-

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

### ANALYSIS

The evolution of exchange rates was very unfavourable to consolidated growth in 2016. The outperformance of the Group made it possible to offset this negative effect.

#### Annual Growth

Organic growth for 2016 on a like-for-like basis and with constant exchange rates amounts to + 17.2%.

In sectorial terms, the growth rate for each division is:

- Software: + 14.2%

- Services: + 18.4%

The organic growth budgeted for 2016 amounted to 15%. The annual outperformance hence amounts to 2 points.

### EVENT CONCERNING THE PERIMETER

On 7 December 2016, Sword sold its Sword Consulting France subsidiary (formerly Simalaya France), for which the annual revenue trend is €2.3 Million.

### OUTLOOK

For 2017 the Group plans an organic growth rate of 10% at constant exchange rates, with an associated EBITDA margin of 15%.

Moreover, the Group is working on the completion of its 2020 target: €300 Million in revenue and 14.5% in EBITDA margin.