

## press release

15/01/2002- Réf 2-01

### Sword Group:

#### IPO on the Paris stock exchange

**scheduled for March 12, 2002 subject to regulatory authority approval**

**133% increase of consolidated revenue in 2001**



#### **Sword Group scheduled to be listed on the Second Marché of the Paris stock exchange on march 12, 2002, subject to agreement by the authorities**

- The company's financials are currently under review by the Commission des Opérations de Bourse (French regulatory authority). The decision to go public was made by Sword's Board of Directors, in order to finance the company's acquisitive growth strategy.
- The terms and conditions of the offering have not yet been determined.
- Note that Jacques Mottard, president of Sword Group, was also president and founder of Decan, which is also listed on the Second Marché

#### **Sword Group, a specialized IT Services company with an international strategy**

##### **- four technological niches of which Sword Group holds a leading global position :**

- change management : managing business processes of a company resulting from new ERP integration,
- document management : electronic document management and geographical information systems
- straight-through processing – STP : automated repair, reformatting and filtering of international payment messages
- intellectual property : management of trademarks and patents for national and international organizations

##### **- expertise in payments and logistics consulting services**

- **Other IT skills which are expected to foster the company's growth :** network architecture, web to host, client relationship management, web content management

#### **Sword's 2001 consolidated revenue increased 133% to 23,093 M€, in accordance with the 2001 budget**

- **Pro-forma revenue including the acquisitions of DDS and Profiler (currently Sword Consulting) made in April 2001, is 25,418 M€ with a corresponding growth of 51%**
- **the 2001 Sword Group revenue can be broken down as follows :**
  - change management : 30%
  - document management : 33%
  - straight-through processing : 6%
  - Intellectual property : 16%
  - payment and logistics consulting : 6%
  - other IT skills which are expected to foster the company's growth: 9%

#### **Sword's anticipated growth in 2002**

- **Sword Group management anticipate a 45% organic growth in 2002, excluding selective acquisitions. Except in extraordinary cases, companies in France will not be acquired. Instead, acquisitions within the Group's four niche market will focus on the rest of Europe and the USA.**
- **Following the opening of the Houston office, Sword Group created Sword Switzerland in Geneva which will serve the existing clients in Switzerland using Sword's expertise : The United Nations, Intellectual Property Offices, les Services Industriels de Genève and l'Etat de Genève.**

#### **About Sword Group: created in December 2000 – president-founder: Jacques Mottard – 245 employees**

An IT services company with an international strategy, specializing in technological niches servicing Fortune 500 companies.

- Capital breakdown: Jacques Mottard (54.29%) – FCPR 21 Development (21.31%) – management and employees (21.26%) – others (3.14%)
- These skills are spread amongst 9 international subsidiaries: **Sword SA – France** (exports, EDM and GIS in France and other IT services which are expected to foster company growth), **DDS Europe Limited – UK** (Change Management), **Sword Inc – USA** (EDM and Change Management), **Sword DDS – France** (Change Management), **Fircosoft – France** (STP), **Sword Switzerland** (4 niches), **Fircosoft Inc – USA** (STP), **Sword Consulting – France** (consulting), **Sword Création Informatique – South Africa** (intellectual property).
- Global revenue is broken down: 41% in France (including exports), 35% in Great Britain, 14% in other countries (principally Scandinavia and Germany) and 10% in the USA.

#### **Sword contacts**

Jacques Mottard • ceo • 33 (0)4 72 85 37 40 • [jmottard@sword-group.com](mailto:jmottard@sword-group.com)  
Coryne Nicq • communication • 33 (0)4 72 86 02 86 • [cnicq@sword-group.com](mailto:cnicq@sword-group.com)  
siège social : 9 avenue Charles de Gaulle - 69370 Saint Didier au Mont d'Or  
find press release : [sword.fr](http://sword.fr) et [prline.com](http://prline.com)