

press release

Sword Group :

- acquisition of Text Solutions (London - UK)
- strengthening of the EDM niche
- Operating margin: 17%



- > In line with the business plan presented at the time of its IPO in March 2002, Sword Group is acquiring:
Text Solutions in the United Kingdom (www.textsys.co.uk).

This company specialises in electronic document management (EDM).
Sword Group will thus round out its UK business.

- > **In the United Kingdom, Text Solutions operates under the Text Systems brand**

- Text Solutions' (unaudited) sales in 2001 came to £ 2.7m (≈ 4.3m).
The estimates for 2002 sales are £ 2.5m, with an operating margin budgeted at 11%.
- Text Solutions, which is based in London, has 31 employees and uses the services of around ten subcontractors.
The company is managed by Heath Davies, who reports to Jim O'Brien, Sword Group's UK operations manager.
- The main clients are Royal Sun Alliance, ING, ANZ, Lloyds, Commerz and EBRD.
- Third-Party Maintenance (TPM) represents 45% of its sales.
- Text Solutions targets the banking and finance sectors.
- This approach is the perfect complement for to Sword Group's activities in the United Kingdom, which are centred on industry and telecoms.

In 2002, EDM will account for 40% of Sword Group's total sales in France, the United States and the United Kingdom.

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 : 29,8 % of 2001 proforma sales
- document management : electronic document management and geographical information systems : 35,6 % of 2001 proforma sales
- intellectual property :management of trademarks and patents for national and international organizations : 14,8 of 2001 proforma sales
- straight trough processing : automated repair, reformatting and filtering of international payment messages : 8,1% of 2001 proforma sales

- > **expertise in payments and logistics consulting services : 4,4 % of 2001 proforma sales**

- > **other technological activities : 7,3 % of 2001 proforma sales**

- > **about Sword Group: formed in December 2000 – chairman and ceo: Jacques Mottard - 245 employees as at 31/12/2001 listed on the Euronext Paris New Market on 13/03/2002**

Euroclear France code: 18378 –FTSE sector: 972 – IT services

2001 consolidated sales: €23.093m, up 133% - 2001 pro forma sales: €25.418m, up 51%

2001 consolidated net profit: €2.321m, corresponding to a 10% net margin – 2001 pro forma net profit: €2.1m, corresponding to an 8.3% net margin at constant consolidation scope

An international IT services company specialised in four niche technologies and with solid partnerships with major companies.

- The group's activities are managed internationally via nine subsidiaries: Sword SA - France (export, EDM and GIS in France, and new sources of growth), Sword DDS Limited - UK (Change Management), Sword Inc - USA (EDM and Change Management), Sword DDS - France (Change Management), Fircosoft - France (STP), Sword Suisse (four niche technologies), Fircosoft Inc - USA (STP), Sword Consulting - France (consulting), Sword Création Informatique – South Africa (intellectual property)

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