

# **SWORD**

UPGRADE YOUR BUSINESS

September 8, 2003 press release



## **SWORD Group**

- A **76,8%** increase in consolidated sales

- Confirmation of 2003 objectives

- **50%** of annual revenue target achieved as of June 30

- Operating margin of **16%**

> **Upcoming event:**

**23 & 24 September**  
SWORD Group is taking part in the NextEconomy NextPrime Event (Palais Brongniart Paris 2°)

> **Next event:**

Q3-2003 Sales: October 9

> **SWORD Group**

Founded in December 2000

Chairman and founder:  
Jacques Mottard

523 employees as at  
30/06/2003

Listed on Euronext Paris NM  
since 13/03/2002

Segment: Next Economy

Isin code: FR0004180578

FTSE sector: 972 IT services

SBF 250 – classified as an innovative enterprise for venture capital funds (FCPI)

## **2003 first semester results**

M€	S1 2003	S1 2002 pro-forma (2003 perimeter)	Δ	S1 2002 consolidated	Δ
Sales	28,24	24,37	+ 15,9%	15,97	+ 76,8%
Operating profit	4,51 16%	3,31 13,6%	+ 36,2%	2,95 18,4%	+ 52,9%
Consolidated net profit	2,67 9,5%	1,79 7,3%	+ 49,2%	1,61 10%	+ 65,8%

As per 2003 budget excluding acquisitions:

- 50,4 % of sales
- 50,3 % of operating margin
- 55 % of consolidated net profit

### **Outlook:**

Continuation of organic growth thanks to:

- Specialized and motivated teams,
- A successful international expansion,
- The industrialization of the processes.

Acquisition of specialized companies located out of France.

### **S1-2003 revenue breakdown:**

#### **By country:**

- **Benelux: 40%**
- **France: 27%**
- **UK: 16%**
- **Others: 17%**

#### **By activity:**

- **Management Consulting: 23%** (Change Management: 11% - Business Consulting: 12%)
- **Enterprise Content Management : 72%** (DM: 24% - GIS: 8% BI: 40%)
- **Straight Through Processing: 5%**



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