

press release
Sword Group :



- first-quarter 2002 sales: € 7.04m
- operating margin: 17%

> **consolidated Q1 2002 sales :€ 7.04m**

Sword Group's sales for the first quarter of 2002 amounted to € 7.04m compared with pro forma sales of € 5.49m for the first quarter of 2001 at constant scope.

This corresponds to sales growth of 31.25% on the basis of the same number of trading days. The operating margin for the period was 17%.

- Management's forecasts for 2002 are for organic sales growth of more than 40% and a 30% increase in net profit, excluding acquisitions.
- > **new contracts obtained by Sword Group**
 - in the United Kingdom with **Pilkington Automotive OE**, leading manufacturer of glass parts for the automotive and aeronautic markets, to assist with SAP integration in 17 countries.
 - in France with **Informatique Banques Populaires**, to assist i-BP with the implementation and deployment of a documentation intranet for the Group's 22 banks de SAP à travers 17 pays.
 - en France avec **Informatique Banques Populaires** pour accompagner i-BP dans la mise en oeuvre et le déploiement d'un intranet documentaire destiné aux 22 banques du Groupe.

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)

Sword contacts

Jacques Mottard • chairman • 33 (0)4 72 85 37 40 • jmottard@sword-group.com
Coryne Nicq • deputy communications director • 33 (0)4 72 86 02 86 • cnicq@sword-group.com
registered office: : 9 avenue Charles de Gaulle - 69370 Saint Didier au Mont d'Or
press release available on www.sword-group.com - prline.com