



SWORD Group

• Q1 2004
consolidated sales
K€ 17 668 ⁽¹⁾

• Organic
growth: 10.57 %

• Consolidated
margin: 16,0 % ⁽¹⁾

• 24,3 % of
annual revenue
target excluding
acquisition
achieved as of
March 31

> SWORD Group :

Founded in December 2000
Chairman and founder:
Jacques Mottard
705 employees as at
31/03/2004
Listed on Euronext Paris NM
since 13/03/2002
Segment Next Economy
Code Euroclear France:
18378 FTSE sector: 972
IT services
SBF 250

> Upcoming events :

26 April at 15p.m.
Annual shareholders meeting
(Saint Didier 69)

> Upcoming appointment :

Q2 2004 sales : 8 July 2004

First quarter 2004 sales

€M (1)	Q1-2004	Q1-2003	Change
Sales	17,67	15,98	+10,57 %

(1) non audited figures

Remarks

This revenue does not integrate acquisitions. It is thus directly comparable with the same 2003 reference period. The organic growth of the budget for 2004 is 10 %. The objective is to have an additional revenue of 20M€ from acquisitions in 2004.

Summary of the income statements for Q1 2004 (not audited) :

Sales	17 668
Operating margin	2 831
Profit before income tax	2 693
Profit after income tax and before minority interest S	1 682
Retained profit	1 590

Last contracts signed:

• Consulting

- . RUSSIA : EXXON MOBIL
- . INTERNATIONAL : GLAXOSMITHKLINE (GSK)
- . UK : KRAFT

• Electronic Content Management

- . UK : TELEWEST, BNP (extension)
- . FRANCE : SONY, RENAULT, MMA, GLAXOSMITHKLINE (GSK)
- . BELGIUM : DG SANCO
- . LUXEMBOURG : BEI



- **Security**
- . **SINGAPORE** : SGX (Singapour Stock Exchange)
- . **CANADA** : Canadian governmental organization
- . **EGYPT** : EXPORT DEVELOPMENT BANK
- . **FRANCE** : CCF (extension)

These new contracts increase our backlog and confirm our 2004 forecast.



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