

SWORD

UPGRADE YOUR BUSINESS

July 9, 2003 Press release



SWORD Group

- Consolidated sales
Q2 2003 : € 14.25 m*
S1 2003 : € 28.24 m*
- S1 2003 organic growth :
16% with regards to 2002
- S1 2003 consolidated growth : **77%** with regards to 2002
- **50.43 %** of annual revenue target excluding acquisition achieved at June 30

> Upcoming events :

September 23 & 24 :
SWORD Group is taking part in the NextEconomy NextPrime Event at the Palais Brongniart - Paris 75002)

September 9, at 10a.m :
Presentation of 2003 first semester results at the Palais Brongniart - Paris 75002)

> Upcoming appointment :
First semester 2003 accounts : September 8, 2003

Second quarter 2003 sales

Sales € m	S1			Q2		
	2003*	2002	change	2003*	2002	change
Pro-forma	28.24	24.38	+16%	14.25	12.56	+13.5%
Consolidated	28.24	15.97	+77%	14.25	8.93	+60%

*non audited figures

The outlook :

The group will adhere to the business plan as described in the 2002 reference document.

SWORD Group offerings :

- Consulting
 - Change Management
 - Business Consulting
 - SCM
 - Card payments
- Content management
 - Electronic Document Management
 - Geographical Information Systems
 - Business Intelligence
- Straight Through Processing

Acquisition strategy :

The group plans to make acquisitions in 2003 amounting to € 13 million in revenues, mainly in Anglo-Saxon countries.



SWORD Group contacts
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Press release available on www.sword-group.com and prline.com



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> **SWORD Group :**

Founded in December 2000

Chairman and founder :
Jacques Mottard

523 employees as at
30/06/2003

Listed on Euronext Paris
New Market 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)

**S1 2003 Revenue
breakdown :**

By country :

Benelux : 40%

France : 27%

UK : 16%

Others : 17%

By activity :

Consulting : 23%

Change management : 11%

Business consulting : 12%

Content management : 72%

DM : 24%

GIS : 8%

BI : 40%

STP : 5%

Customer contracts that have been definitively signed

CONSULTING

- **Change management** : THE BRITISH MINISTRY OF DEFENCE and the American company INFINEUM have signed two new contracts with the Group.
- **Business consulting** : A leading automaker has hired SWORD Group to manage a project aimed at optimizing production and maintenance performance.

CONTENT MANAGEMENT

- **Electronic document management (DM)** : SAPN (ASSOCIATION OF PARIS NORMANDIE HIGHWAYS) and INERIS (NATIONAL INSTITUTE FOR THE INDUSTRIAL ENVIRONMENTS AND RISK) have signed two new contracts with the group in France.
- A European Telecom operator has hired our engineers to implement an enterprise documentation platform.
- One of Great Britain's leading insurance providers has signed a five-year contract for a content management project for its customer database.
- **Geographical information systems (GIS)** : ONIC (NATIONAL INTERPROFESSIONAL CEREAL OFFICE) has hired the group to design and implement its E-RPG web site which will offer administrative and geographical information systems services to growers.
- **Business Intelligence (BI)** : THE OFFICE PUBLICATIONS OF THE EC (Benelux) has become a customer of the group.

STRAIGHT THROUGH PROCESSING AND FILTERING

- An industry leader in Oceania through WESTPAC BANK.
- Consolidation in Asia through BANK OF INDIA, BANK OF CHINA and JP MORGAN CHASE.
- Contracts in the pipeline in the US with RIGGS BANK, BANK OF NEW-YORK and CAISSE CENTRALE DESJARDINS.
- Penetrating European markets via HSBC, ABN AMRO, SOCIETE GENERALE and BANQUES POPULAIRES.



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