



## Fourth-quarter 2002 sales

### Sword Group

• consolidated Q4  
2002 sales:  
**9,6 M€\***

• pro-forma 2002  
sales up by  
**88 %** compared  
with 2001

• 2002 earnings in  
line with forecasts



> about Sword Group:  
formed in December 2000  
chairman and ceo:  
Jacques Mottard  
491 employees as at 31/12/02  
listed on the Euronext Paris New  
Market on 13/03/2002  
Euroclear France code: 18378  
FTSE sector: 972 IT services  
SBF 250 – Qualified as an  
innovative enterprise for  
investment funds

M€

	Q4	2002
2001 pro-forma sales	7,1	25,4
2002 consolidated sales *	9,6 (+35%)	33,4 (+32%)
2002 pro-forma sales *	12,0 (+68%)	47,8 (+88%)

(\*non audited figures)

#### Results and outlook:

Earnings, in terms of both operating profit and net profit, are perfectly in line with the forecasts provided in the offering prospectus.

The budget for 2003 at constant scope is €56m.

The operating margin budgeted for 2003 is 16% at the present scope excluding CRONOS (acquired in December 2002) and 15.2% including CRONOS.

#### New contracts:

- **CHAMBRE DE COMMERCE DE PARIS:** to develop a geographic information system, to manage geographic, statistical and economic data for use by local partners and in-house services.
- **GIE CARTES BANCAIRES:** defining and implementing a timetable for rolling out the EMV (Europay, MasterCard and Visa) project at all French banks.
- **BAYER (UK):** a change management mission designed to define the tasks of each employee: process engineering.
- **MINISTRY OF DEFENCE (UK):** consulting role for modifying processes in the context of a "confidential defence" application.

Sword Group contact

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