

Sword Group 2017 First Quarter Results

Organic growth at constant exchange rate and at constant perimeter: + 15.6%
EBITDA Margin: 15.2%

Windhof - April 25th 2017,

€M	Q1 ⁽¹⁾		
	2017	2016	Growth
Consolidated	2017	2016	Growth
Revenue	43.8	39.8	+ 10.1%
EBITDA	6.6	6.0	+ 10.0%
EBITDA Margin	15.2%	15.1%	-

⁽¹⁾ Non audited Figures

EVENTS CONCERNING THE PERIMETER

The relevant perimeter is stable with the exception of the Services entity that disposed of its Consulting business activity in December 2016 which generated €2.3M on a full-year basis.

ANALYSIS

Organic Growth for Q1-2017 at constant exchange rate and on a like-for-like basis amounts to + 15.6%.

In sectorial terms, the growth for each of the divisions is:

- Software: + 18.7%
- Services: + 14.2%

The Q1-2017 forecasted growth at constant exchange rate was 10.9%. Sword has outperformed its forecasted growth by 4.7 percentage points.

OUTLOOK

The Group confirms its 2017 and 2020 objectives based on organic growth higher than or equal to 10%.

For 2017, the EBITDA margin is budgeted at 15%.

For 2020, the revenue target is €300M associated with an EBITDA margin close to 14.5%.

Sword Group Q1-2017 ⁽¹⁾

Organic Growth at constant exchange rate and at constant perimeter: +15.6%

Consolidated EBITDA margin: 15.2%

Dividend proposed at the General Meeting on the 28 April 2017: €1.2

⁽¹⁾ Non audited Figures

Investor Relations

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Sword Group

1 600* staff

Listed on Euronext Paris - Compartment B

ISIN Code: FR0004180578

ICB: 9530 Logiciels et Services Informatiques

Indices:

CAC® Small

CAC® Mid & Small

CAC® All-Tradable

CAC® All-Share

About Sword Group

SWORD has 1 600 IT/Digital & Software specialists present over five continents to accompany you in the growth of your organisation in the digital age.

As a leader in technological and digital transformation, SWORD has since 2000 acquired a solid reputation in software publishing and in complex IT & business project management.

With SWORD you have the guarantee of strong close and qualified local commitment, the aim of which is to optimise your processes and data.

Above all, our ambition is to build sustainably and foster the loyalty of our staff, our clients and our partners by building on our values and our enthusiasm to accompany you throughout your projects.

The Group's performance enables us to invest in the R&D projects that contribute to our positioning and our differentiation on niche markets.

Thanks to its recognised competences in over 20 countries, Sword benefits from the trust of prestigious references such as: Admiral, Barclays Bank, BMW, the European Union, the National Payment and Trademark Offices, Lombard, Orange, the United Nations Organisation, etc.

Consulting and IT Services: SWORD commits for the most part to fixed-price contracts and operates with a network of competence centres (business units) in different specialised fields: Geographic Information Systems, ECM/EDM, corporate search engines, digital marketing, CRM, portals and corporate social networks, Data and Business Intelligence, Web and Mobile development, infrastructure and cloud, cyber security, performance and applications optimisation, desktop publishing and intellectual property.

Software: SWORD develops on demand product lines in the Risk and Compliance sectors (SWORD Active Risk and SWORD Achiever), Intellectual Property (SWORD Intellect), Health (SWORD Orizon), Desktop Publishing (SWORD Kam), Predictive Analysis (SWORD Insight) and Asset Finance (SWORD Apak).

To find more about our expertise, join us on www.sword-group.com

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