

Sword Group 2017 Third Quarter Results

Revenue: **€40.6 M**

Profitability: **15.8 % (EBITDA Margin)**

Organic Growth: **+11.6 %
(at constant exchange rates)**

Windhof - October 25th, 2017

Q3 ^{(1) (2)}			
€M	2017	2016 ⁽³⁾	Organic Growth ⁽⁴⁾
Revenue	40.6	36.4	+ 11.6 %
EBITDA	6.4	5.5	+ 16.0 %
EBITDA Margin	15.8 %	15.2 %	-

YTD ^{(1) (2)}			
€M	2017	2016 ⁽³⁾	Organic Growth ⁽⁴⁾
Revenue	127.2	113.0	+ 12.6 %
EBITDA	19.7	17.4	+ 13.2 %
EBITDA Margin	15.5 %	15.4 %	-

⁽¹⁾ Unaudited figures

⁽²⁾ Percentages calculated based on the figures in €K

⁽³⁾ Data on a like-for-like basis and at constant exchange rates

⁽⁴⁾ Organic growth at constant exchange rates

ANALYSIS FOR THE PERIOD ENDING ON 30 SEPTEMBER 2017 (YTD)

The 2016 consolidated revenue ending 30/09/2016 (YTD) is €119.8 M.

For comparison purposes, this revenue was restated taking into account:

- the change in scope (€1.7 M reduction),
- the impact of exchange rates (€5.1 M reduction).

In light of the above, 2016 YTD revenue, on a like-for-like basis and at constant exchange rates, amounts to €113 M.

Organic growth at constant exchange rates, year-to-date, reaches 12.6 %.

Organic growth per activity equals:

- Software +11.4 %
- Services +13.1 %

FORECASTS

The Group confirms it is on target to achieve its initial objectives:

- Organic growth at constant perimeter and exchange rates of 10 %⁺,
- EBITDA margin of 15 %.

[Methodological note]

Regarding the definition of the alternative performance indicators published above, their justification and the calculation methods for the latter, please refer to the relevant methodological note (section 1.9 of the Management Report, pages 4 and 5) as published in the half-year report at 30 June 2017. To access the half-year report please click [HERE](#).

Sword Group YTD 2017 ^{(1) (2)}

Consolidated Revenue: €127.2 M

EBITDA Margin: 15.5 %

Organic Growth at constant exchange rates:
+12.6 %

⁽¹⁾ Unaudited figures

⁽²⁾ Percentages calculated based on the figures in €K

Investor Relations

✉ investorrelations@sword-group.lu

Sword Group

1 800* 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

Sword Group

Sword has 1,800+ 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 Kami), 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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