

# **SWORD**

UPGRADE YOUR BUSINESS



## **SWORD Group**

### **2002**

- an 88% increase in sales

- consolidated operating margin: 16.4%

- start of a dividend payout policy

### **2003**

- organic growth : 17% (revenue € 56m)

- consolidated operating margin of 16%

- pro-forma sales of € 69m

## **ANNUAL ACCOUNTS 2002**

### **Strong growth in sales and earnings**

As at 31/12/2002 (audited figures, in € '000s)	Consolidated 2002	Pro-forma 2002 <sup>(1)</sup>	Pro-forma 2001 <sup>(1)</sup>	Change
Sales	33,441	47,815	25,418	+ 88%
Operating profit	5,486	6,159	3,638	+ 69%
Consolidated net profit	3,778	3,911	2,100	+ 86%
Net attributable profit	3,662	3,780	2,075	+ 82%

<sup>(1)</sup> includes acquisitions made during the year over the full year.

### **2002**

- **Sales:**

Organic growth of 16% in a shrinking market.  
Overall growth of 88%.

- **Operating margin:**

A 69% increase in the pro-forma operating margin.  
Operating margin maintained at 16.6% at organic growth level.  
Consolidated operating margin of 16.4%.

- **Net debt:** € 2,392 thousand

- Long-term debt: € 8,037 thousand
- Short-term debt: 0
- Cash and marketable securities: € 5,645 thousand

- **Shareholders' equity:** € 26,712 thousand

- **Dividends:**

A dividend of € 0.75 per share excluding tax credits will be proposed to the Annual General Meeting on 30 April 2003.

### **Outlook for 2003**

The company's objective is to achieve organic growth of 17%, corresponding to sales of € 56m, by pursuing its present strategy, which is centred on the following three points.

- **Specialisation in niche markets**

- Enterprise Content Management (electronic document management, geographic information systems and data engineering) – 68% of pro-forma 2002 sales
- Change Management – 21% of pro-forma 2002 sales
- Straight Through Processing – 4% of pro-forma 2002 sales
- Consulting – 7% of pro-forma 2002 sales



*Specialist, International, Industrial*

# **SWORD**

UPGRADE YOUR BUSINESS



## > **SWORD Group:**

founded in December 2000

Chairman and founder:  
Jacques Mottard

491 employees as at  
31/12/2002

listed on Euronext Paris  
NM since 13/03/2002

segment: Next Economy  
code Euroclear France:

18378 FTSE sector: 972 –  
IT services

SBF 250 – classified as an  
innovative enterprise for  
venture capital funds  
(FCPI)

## > **Upcoming meetings:**

12 March at 5 p.m.  
Meeting to present the  
annual results  
(Saint Didier 69)

13 March at 10 a.m.  
Meeting with SFAF  
analysts to present the  
annual results  
Salons Etoile Wagram  
(Paris 8°)

## > **Upcoming events:**

First-quarter sales  
figures:  
8 April 2003

## • **International profile**

An international profile not only in terms of geographic coverage but also in terms of projects, with a management team based in London.

Breakdown of sales by geographic region:

- Benelux: 30% of pro-forma 2002 sales
- UK: 26% of pro-forma 2002 sales
- France: 26% of pro-forma 2002 sales
- Rest of world: 18% of pro-forma 2002 sales

Note that even when billed in a given country, the projects we work on involve working in numerous locations, and our staff currently works in more than 30 countries.

## • **Industrialisation**

This term covers:

- our policy of software components, which enables us to use software bricks in customised developments.
- our strategy of developing certain of our applications in countries with lower labour costs; this strategy is one of the key challenges for the next two years.

Continuing our acquisitions strategy should enable us to increase our sales by € 13m in pro-forma terms.

We have therefore budgeted total sales of € 69m for 2003.

## **SWORD Group contacts**

Jacques MOTTARD- chairman and CEO

Stephanie DESMARIS – in charged of communication

+ 33 (0) 472 85 37 45 • sdesmaris@sword-group.com

headquarters : 9 avenue Charles de Gaulle - 69370 Saint Didier au Mont d'Or

find press release [www.sword-group.com](http://www.sword-group.com) et [prline.com](http://prline.com)

*Specialist, International, Industrial*