

# Sword Group 2015 Second Quarterly Results

Outperformance in terms of

Revenue: €35.2 M

Organic Growth: + 25.3%

**EBITDA: 15.9%** 

#### Windhof - 23 July 2015,

€M	Q2 <sup>(1)</sup>		
	2015	2014 (2)	Growth
Revenue	35.2	28.1	+ 25.3%
EBITDA	5.6	4.4	+ 27.3%
EBITDA Margin	15.9%	15.7%	-

€M	S1 <sup>(1)</sup>		
	2015	2014 (2)	Growth
Revenue	67.8	55.4	+ 22.4%
EBITDA	10.5	8.7	+ 20.7%
EBITDA Margin	15.5%	15.7%	-

<sup>(1)</sup> non audited figures

#### **QUARTERLY ANALYSIS**

The main ratios all show an increase for the second guarter.

€M	2015 (1)		
	Q1	Q2	
Organic Growth (2)	19.6%	25.3%	
Organic growth with the exchange rate on a like-for-like basis (2)	12.3%	15.8%	
EBITDA Margin	15.1%	15.9%	

<sup>(1)</sup> non audited figures

### **HALF-YEARLY ANALYSIS**

## Growth

On a like-for-like basis, the growth rate for the first half of 2015 is up 22.4%. In sectorial terms, the growth for each division is:

- Software: + 30.5% - Services: + 19.0%

After adjustment for exchange rate fluctuations, growth for the first half-year amounts to 14.1% and per division, the rates are respectively:

- Software: + 18.1% - Services: + 12.5% © Sword Group 2, rue d'Arlon L-8399 Windhof

### Sword Group Q2 2015 (1)

Organic Growth: + 25.3% EBITDA: €5.6 M (15.9%)

#### Sword Group S1 2015 (1)

Organic Growth: + 22.4%

EBITDA: €10.5 Million (15.5%)

(1) non audited figures

Half-year Results Presentation: 8 September 2015, 10 a.m. in Paris

#### **Investor Relations**

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#### Sword Group 1,300+ staff

Euronext Paris - Compartment B ISIN Code: FR0004180578

ICB: 9530 Software & Computer Services

Indices:
CAC® Small
CAC® Mid & Small
CAC® All-Tradable
CAC® All-Share







<sup>(2)</sup> on a like-for-like basis

<sup>(2)</sup> on a like-for-like basis



The EBITDA amounts to 15.5%, above budget.

#### Net Cash

The net cash position at the end of June is €37 M. This figure takes into account the €11 M paid in dividends in May and the €7.2 M invested within the scope of M&A operations.

#### **OUTLOOK**

The Group confirms its objectives both in terms of organic growth (≥ 12% not including fluctuations in currency exchange rates) and in terms of profitability (≥ 15%).

Future growth will mainly be reinforced by:

a/ The ASP contracts signed in 2014, by the Software division,

b/ The long-term contracts signed recently with the European Union by the IT Services division.

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#### Relations investisseurs

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#### **About Sword Group**

Sword Group (NYSE Euronext: FR0004180578 SWP) delivers high value business applications (IT Services & Software) to the world's largest companies globally. With operations in 50 countries, Sword employs 1,200+ people and generates €117.1m in consolidated revenue (31/12/2014).

An international leader in the delivery of Business Process Improvement solutions and data optimisation, Sword's skills, infrastructure and experience help our customers across regulated industries optimise performances, increase efficiencies and maximise returns on investment.

With flexible delivery options, including On Demand and On Premises, combined with our extensive industry expertise, Sword provides comprehensive support to customers across insurance and healthcare, energy, banking and finance, telecoms, utilities, engineering and construction and the public sector.

For more information, please visit www.sword-group.com.

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