

SWORD

UPGRADE YOUR BUSINESS

**Sword Group Presentation
H1-2012 - Key Figures**

**Software Division
IT Services Division
Communication Technologies Division**



Chairman & Group CEO



Chief Financial Officer



3 Divisions - 3 CEO

Software Division - Tony Allen



IT Services Division - Jacques Mottard



Communication Technologies - Juan Arcas

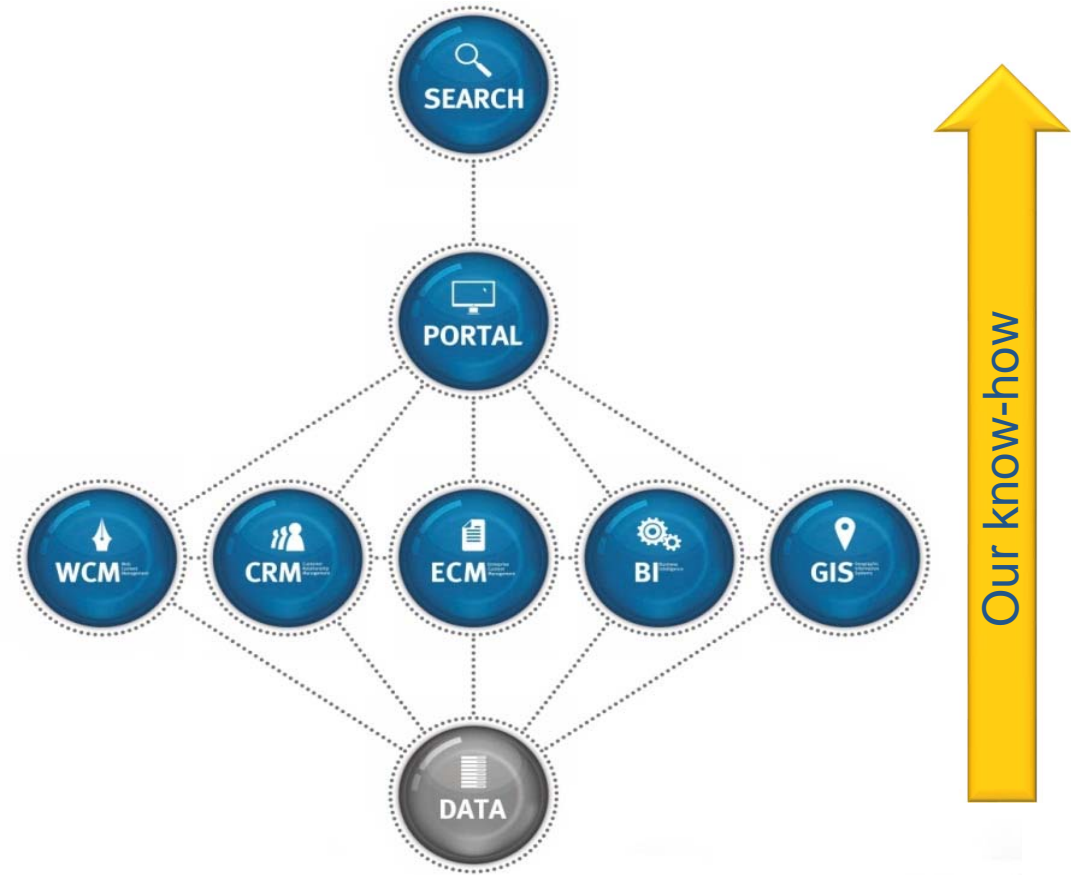


Areas of Business & Expertise





Our Expertise: THE OPTIMIZATION OF INFORMATION



Corporate Portal



IT Services

Corporate Portal

Federation & Syndication of information
Web Content Management
Collaborative Mode

Document Management
Forms
Workflow & Business Process

Business Portals
Horizontal Portals
Corporate Widgets and Mashups



Business Intelligence and dissemination of scientific information using collaborative space

The "Seek & Share" application is composed of 2 modules:

- **Seek:** a module for registering, monitoring and filtering the RSS or ATOM flow and for the publication of articles in one of the collaborative spaces in the Share module;
- **Share:** a module that makes it possible to organise collaborative space for Sanofi Pasteur projects. Each collaborative space offers the possibility of reading and/or commenting on published articles and also that of publishing news articles or comments;

Aims:

- Increase the automatic search capacity
- Optimise analysis and sharing processes



Optimization of Information

Search

Unified access to company information
Quickly find the relevant documents

Reference Frameworks

Standardize the data exchanged
Favour semantic interoperability

Semantics and Natural Language Processing

Optimise the non-structured contents
Make them usable by the programmes



Help practitioners analyse a patient record
within a few minutes

- Processing of non-structured documents
- Automatic annotation of medical terms
- Analysis of the natural language
- Indexing of documents
- Automatic summary of the patient record
- Exploration and search engine

Antidot Finder Suite

Arisem Semantic Server

Mondeca ITM



Enterprise Content Management



IT Services

Dematerialization of documents and Information

Document Search & Consultation

Process Dematerialization
Workflow - BPM

Electronic Document Management
Operational Archiving & Archiving with Probative
Value



Create a tool for archiving and managing a client's regulatory files

- Dematerialization of files and incoming mail
- Document consultation
- Business process management
- Archiving with probative value
- 100 million documents a year
- 300 models per fund

EMC Captiva Input Accel
IBM FileNet P8



Geographic Information System



Geomarketing - Mobility

Business Applications
Integration in the Information System

Geographic Web Services

Spatial Data Infrastructure
High-performance Architecture



Create a mapping platform of the French
Gendarmerie Operational Command and
Control System

- Real-time mobile geolocation of the 20 000 vehicles on the ground.
- Mapping services for the management of emergency calls and interventions.
- Innovative SOA architecture, highly available and highly secure.
- Over 5 000 simultaneous connections and 60 000 users.



Business Intelligence

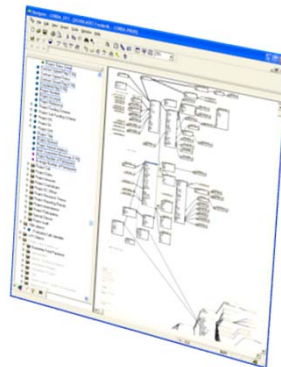
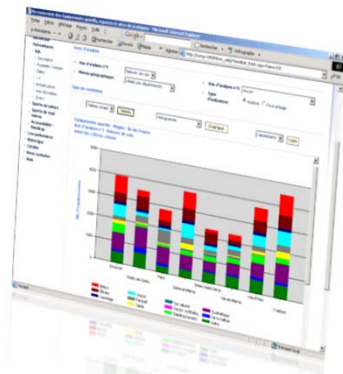


Datawarehouse Implementation

Statistical Analyses

Enterprise Performance Management

Analytical CRM



Directorate-General
Innovation and Research

Implementation of a datawarehouse containing research proposal data

- Data quality: CORDA presents a detailed report of standard recording errors in the programme.
- Reporting tools: Business Objects is used at the level of the semantics layer and for reporting.
- Automation of the assessment reports.
- Generation of analysis reports at all stages of the business process.



Integration & deployment of the Google Search Appliance Solution (GSA)

Development of ECM/CMS connectors for GSA
Indexing contents and metadata, respect for security

Completion of user interfaces - Universal search, integration into the portal, mobile application, **Search functionalities or geolocalisation** (Google Maps)

Training, Knowledge Transfer, Audit and User Advice

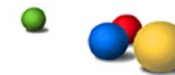
Sword Connect

www.sword-connect.com



Create a corporate search application

- Secure Intranet search
- GSA unification spread over different sites around the world
- People search
- Dynamic navigation
- Search suggestions, associated searches
- Spell check, synonymy, query extension
- Recommended links
- Kerberos authentication
- SAML provider for authorisation requests
- Specific connector for the intranet application
- Microsoft SharePoint connector
- EMC Documentum connector
- SAP KM / Portal connector



Intellectual Property (Patents & Trademarks)



Sword Intellect is a leading player as a solution provider for the management of intellectual property rights.

Our clients are mainly national Brand and Patent offices and international organisations.

Positioning

- Consulting, audit and solutions development
- Solution for the management of intellectual property rights
- Solution for the search and classification of patents, brands, drawings, industrial models and gTLDs
- Modules for the management of taxes and payments related to procedures and regulations
- Modules for the implementation of on-line services
- Modules for data exchange and publication

Sword Intellect

www.sword-intellect.com



References (extract)



Sword**Ascepto**[™] is a software dedicated to a verbal and figurative search for trademarks, designs and gTLDs. It includes a logo recognition engine (shapes and colours) and is able to process different alphabets.

Sword**Ptolemy**[™] is a software platform that includes workflow and document management to cover all the procedures for the management of intellectual property rights: filing, examination, publication, opposition, recording, maintenance of the records, cancellation, renewals/royalties, etc.





- **Sword Achiever**
Governance, Risk and Compliance

- **Sword Apak**
Wholesale Floorplanning Software

Governance, Risk and Compliance (GRC)



Software

Deliver Actionable GRC Intelligence
Control / Protect / Improve

Increase the visibility and accountability of information
Satisfy regulatory and quality compliance objectives

Identify, mitigate and continuously monitor risks
Promote accurate risk-based decision making

Analyse through reporting and dashboards
Deliver sustainable growth across the business

Sword Achiever

www.sword-achiever.com



Improve the group's quality management application

- Automate key operational quality management system activities across the division.
- Perform and manage quality controls in projects within the scope of inspections.
- Ensure continuous improvement of quality and continuity of supply.
- Manage controls and the control environment across the organisation.
- Multiple areas of control in a single solution.
- Ease of configuration.
- Off-line and mobile availability.
- Openness to external parties.
- Functional richness.

Wholesale Floorplanning Software (WFS)



Software

Manages commercial financial transactions between:

Financier / Bank
Manufacturer / Supplier
Dealer / Distributor network

Finances various types of assets

Motor, Agricultural, Industrial equipment, etc.
New, Demonstrator, Used funding

Controls and Manages

Stringent financial, credit and risk controls
Flexible, highly paramterizable configuration
Web-based, self service for all users
Automation of processes and procedures

Sword Apak

www.sword-apak.com



DAIMLER

Implementation of a unique global solution
to manage the financial products for
Daimler's dealers

- Expertise and long-term experience of developing, implementing and supporting proven Wholesale Finance technology.
- Global strategy to implement modular products, standardised processes and integrated IT systems across more than 40 countries.



Communication Technologies



- **Multimedia production**



- **Design & Events management**



- **WCM / CWCMS**



Multimedia Production

Audiovisual and multimedia applications for web platforms

Smartphone applications

Mobile websites

Multimedia competitions for the European Union

TIPIK

www.tipik.eu

tipik
COMMUNICATION AGENCY



<http://multimedia.tipik.eu>

<http://medialine.tipik.eu>

Design and Events Management

Publications

Annual reports

Graphic charters

Events management

TIPIK

www.tipik.eu

tipik
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Creation of the visual identity to advertise
the opening of the Parlamentarium



WCM / CWCMS

Preliminary analyses: accessibility, ergonomics, semantics

Tools for document search and consultation

Dematerialization and migration of 2,200 pages in 23 languages

Newsroom and video multimedia technical interface

TIPIK

www.tipik.eu

tipik
COMMUNICATION AGENCY

Creation of the portal for the European Commission Directorate-General for Justice



ANALYTICS



Sword Group

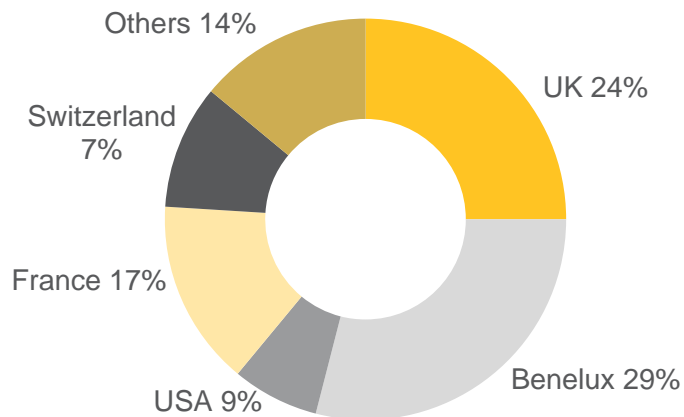
Facts and Figures

- International technology company founded in 2000
- Specialist in the delivery of high value business applications
- Successful, growing, financially secure and listed
- Customers in more than 50 countries
- 3 offshore support centres

H1-2012 Performance

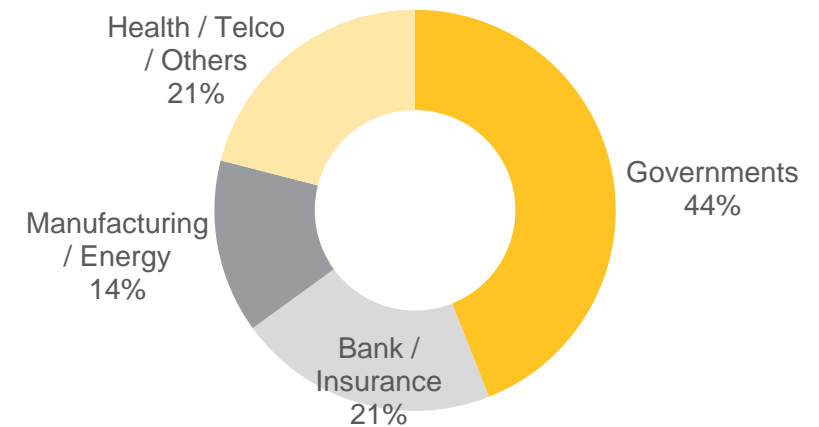
€M	H1-2012
Consolidated Revenue	67.0
Current Operating Profit	9.2

Active in 50 countries



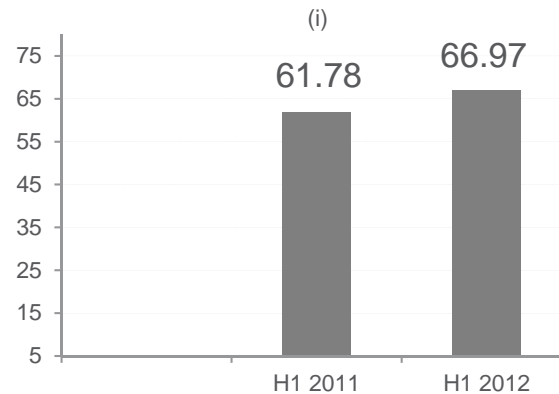
H1-2012 Proforma Revenue per Geography

1,306 domain experts



H1-2012 Proforma Revenue per Market

Revenue (€m)



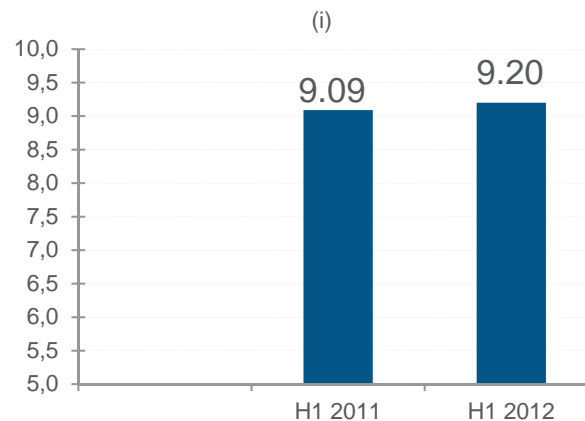
Revenue Growth +8.4%

2012 Objective: €131.7M (7% growth)



50.9% of the annual objective

Operating Profit (€m)



EBIT Growth +1.2%

2012 Objective: €17.0M (5.6% growth)



54.1% of the annual objective

(i) Proforma

	Consolidated	
€M	H1 2012	H1 2011
Revenue	66.97	90.27
Current Operating Profit	9.20	13.77

€M	Revenue	Current Operating Profit	%	Organic Growth %
Software	23.58	4.65	19.7%	+6.3%
CRM + GRC	17.08	2.61	15.3%	
WFS	6.50	2.04	31.4%	
IT Services	30.47	3.14	10.3%	+7.0%
Benelux	6.17	0.68	11.1%	
France	10.88	0.78	7.2%	
Switzerland	6.54	0.82	12.6%	
Others ⁽ⁱ⁾	6.88	0.86	12.5%	
Communications Technologies	12.92	1.41	10.9%	+16.4%
Total	66.97	9.20	13.7%	+8.4%

⁽ⁱ⁾ Offshore included

⇒ Software: 35.2%

⇒ IT Services: 45.5%

⇒ Communication Technologies: 19.3%

€M	Revenue	Current Operating Profit	%	Organic Growth %
Software	8.63	2.57	29.8%	+11.5%
GRC	2.13	0.53	25.0%	
WFS	6.50	2.04	31.4%	
IT Services	30.47	3.14	10.3%	+7.0%
Benelux	6.17	0.68	11.1%	
France	10.88	0.78	7.2%	
Switzerland	6.54	0.82	12.6%	
Others ⁽ⁱ⁾	6.88	0.86	12.5%	
Communications Technologies	12.92	1.41	10.9%	+16.4%
Total	52.02	7.12	13.7%	+9.9%

(i) Offshore included

Ciboodle excluded

⇒ Software: 16.7%

⇒ IT Services: 58.5%

⇒ Communication Technologies: 24.8%

CIBOODLE INCLUDED

€k	Q1	Q2	H1	Y
2011				
Revenue	31,118	30,663	61,781	123,154
EBIT	4,994	4,097	9,091	16,141
2012				
Revenue	34,343	32,631	66,974 (+8.4%)	-
EBIT	5,100	4,099	9,199 (+1.2%)	-

CIBOODLE EXCLUDED

€k	Q1	Q2	H1	Y
2011				
Revenue	24,381	22,951	47,332	94,080
EBIT	3,396	3,628	7,024	10,591
2012				
Revenue	27,327	24,696	52,023 (+9.9%)	-
EBIT	4,082	3,038	7,120 (+1.4%)	-

AARP	US
ADMIRAL	UK
ANZ	Australia / Dubai
CATALYST	US
Directorate General for Justice, Freedom & Security	Benelux
Directorate General for Enterprise and Industry	Benelux
Lombard North Central PLC	UK
Orange Switzerland	Switzerland
Queensland Police	Australia
UEFA	Switzerland

The first ten clients represent 24.8% of the H1-2012 Proforma Revenue

The first client represents 5.8% of the H1-2012 Proforma Revenue

	H1-2012
€	44.7%
£	25.0%
\$	8.6%
CHF	9.8%
Others	11.9%

H1-2012

+ €1.55m ⁽ⁱ⁾

H1-2011

- €5.85m ^{(i) (ii)}

(i) Treasury shares included / Ciboodle cash included

(ii) Exceptional dividends included

H1-2011	€0.69 / share		€6.4m
H2-2011	€1.7 / share		€15.8m
H1-2012	€0.69 / share		€6.4m
H2-2012	€0.69 / share		€6.4m

	Ciboodle Included	Ciboodle Excluded
Total on 30/06/2012	24.2 months ⁽ⁱ⁾	28.3 months
Total on 30/06/2011	20.2 months ⁽ⁱ⁾	25.4 months

⁽ⁱ⁾ Compared to the (Y+1) 2012 budget

Software:	16.5%	of the Software Proforma Revenue
IT Services:	2.0%	of the IT Services Proforma Revenue

H1-2012	DBS			NDBS	Total
	Employees	Freelancers	Total		
Software	355	12	367	80	447
IT Services	462	113	575	69	644
Communication Technologies	96	108	204	11	215
Total	913	233 ⁽ⁱ⁾	1,146	160	1,306 ⁽ⁱⁱ⁾

(i) 141 full time equivalent (FTE) staff

(ii) 1,214 full time equivalent (FTE) staff

H1-2012 Ciboodle Excluded	DBS			NDBS	Total
	Employees	Freelancers	Total		
Software	92	8	100	21	121
IT Services	462	113	575	69	644
Communication Technologies	96	108	204	11	215
Total	650	239 ⁽ⁱ⁾	879	101	980 ⁽ⁱⁱ⁾

(i) 139 full time equivalent (FTE) staff

(ii) 890 full time equivalent (FTE) staff

€M			
Simalaya	1.2	Market cap: 9.3 x 12 (ii)	111.6
NewCo CRM	4.2		
Cash	59.0		
Enterprise Value	47.2		
Total	111.6		
Assets hold for sale (Amor)	18.4	Liabilities hold for sale (Amor)	18.4

(i) Disposal of Ciboodle

(ii) Hypothesis: Share Price = €12

EBIT trend: €13M

 EV/EBIT = 3.6

H1-2012 Accounts



€K	Current Year 30/06/2012
Revenue	66 974
Cost of Sales	-37 787
GROSS PROFIT	29 187
Other Operating Expenses	-19 097
Depreciation	-890
CURRENT OPERATING PROFIT	9 199
Others gains or losses	-48
OPERATING PROFIT	9 151
Financial cost	-729
PROFIT BEFORE TAX	8 422
Income tax expense	-2 981
PROFIT FOR THE YEAR	5 440
Attributable to :	
Equity holder of the parents	5 376
Minority interests	64

€K	Current Year 30/06/2012
Cash and cash equivalents	88 149
Trade and others receivables	38 435
CURRENT ASSETS	126 585
Current assets held for sale	80 124
Other Current Assets	9 384
TOTAL CURRENT ASSETS	216 093
Goodwill	62 415
Intangible assets	2 778
Property, plant and equipment	3 213
Financial assets	774
Financial assets held for sale	3 321
Other non-current assets	2 545
Deffered tax	982
TOTAL ASSETS	292 121
Debt held for sale	32 810
Trade and others payables	9 044
Current tax liabilities	3 492
Provisions	
Other debt short-term	14 642
Other Current Liabilities	17 580
TOTAL CURRENTS LIABILITIES	77 568
Pension Plan	279
Provisions	293
Other debt long-term	79 003
Earn out	
Others non-current liabilities	527
TOTAL NON-CURRENTS LIABILITIES	80 103
Share Capital and reserves	133 651
Equity Minority interest	799
TOTAL EQUITY	134 450
TOTAL LIABILITIES AND EQUITY	292 121

K€	30/06/2012	30/06/2011
Chiffre d'affaires	66 974	90 275
Achats consommés	-1 628	-2 661
Autres achats et charges externes	-22 723	-27 497
Impôts et taxes	-817	-1 184
Salaires et Charges sociales	-32 759	-45 022
Dotations nettes aux amortissements et provisions	-890	-1 264
Autres produits et charges d'exploitation	1 041	1 125
Résultat opérationnel courant	9 199	13 771
Résultat sur cessions et dépréciation d'actifs	-39	16 705
Autres produits et charges opérationnels non courants	-10	-7 741
Provision pour dépréciation du Goodwill		
Résultat opérationnel	9 151	22 736
Produits de trésorerie et équivalents de trésorerie	0	3
Coût de l'endettement financier brut	-31	-1 109
Coût de l'endettement financier net	-31	-1 106
Autres produits et charges financières	-698	-2 089
Résultat avant impôts	8 422	19 541
Impôts sur les sociétés	-2 981	-2 384
Résultat net de l'ensemble consolidé	5 440	17 157
Dont part revenant au groupe	5 376	17 205
Dont part revenant aux minoritaires	64	-48
Résultat par action	0,59	1,85
Résultat dilué par action	0,59	1,84

K€	30/06/2012	31/12/2011
	Net	Net
ACTIFS NON COURANTS		
Goodwill	62 415	90 377
Autres immobilisations incorporelles	2 778	6 518
Immobilisations corporelles	3 213	2 897
Actifs financiers non courants	774	777
Titres disponibles à la vente	3 321	4 899
Autres actifs non courants	2 545	932
Impôts différés actifs	982	1 117
TOTAL ACTIFS NON COURANTS	76 028	107 518
ACTIFS COURANTS		
Actifs destinés à la vente	80 124	24 233
Clients et comptes rattachés	38 435	44 432
Autres actifs courants	9 384	13 561
Trésorerie et équivalents de trésorerie	88 149	111 609
TOTAL ACTIFS COURANTS	216 093	193 834
TOTAL ACTIF	292 121	301 351

K€	30/06/2012	31/12/2011
FONDS PROPRES CONSOLIDES		
Capital	9 290	9 290
Prime d'émission	91 727	100 909
Réserves - part du groupe	27 258	19 345
Résultat net - part du groupe	5 376	1 313
CAPITAUX PROPRES PART DU GROUPE	133 651	130 857
Intérêts minoritaires	799	-565
TOTAL FONDS PROPRES CONSOLIDES	134 450	130 293
PASSIFS NON COURANTS		
Provision pour retraites	279	200
Autres provisions non courantes	293	1 839
Dettes financières long terme	79 003	86 518
Dettes liées à des compléments de prix		
Autres passifs non courants	527	1 290
TOTAL PASSIFS NON COURANTS	80 103	89 847
PASSIFS COURANTS		
Passif destiné à la vente	32 810	23 178
Provisions courantes		389
Fournisseurs et comptes rattachés	9 044	12 253
Dettes d'impôt société	3 492	5 034
Autres passifs courants	17 580	23 712
Dettes financières court terme	14 642	16 646
TOTAL PASSIFS COURANTS	77 568	81 212
TOTAL GENERAL	292 121	301 351

2012-2013 Agenda



PUBLICATION:

Year 2012-2013

23/10/2012: 2012 Third Quarter Revenue

23/01/2013: 2012 Fourth Quarter Revenue

06/03/2013: 2012 Annual Accounts

MEETINGS AND EVENTS:

Year 2012-2013

07/03/2013: SFAF meeting in Paris (2012 Annual Accounts)

25/04/2013: 2012 Annual Shareholders meeting

The dates of publications are after the closing market.

Actionnaire personne physique résident fiscal français

- si les titres ne sont pas placés sur un PEA :
 - l'actionnaire pourra bénéficier d'un crédit d'impôt en France, égal au montant de la retenue à la source => la double imposition est évitée
 - les IFU mentionneront le montant du dividende et le montant du crédit d'impôt
- si les titres sont placés dans un PEA :
 - le crédit d'impôt n'est pas restituable puisque le dividende n'est pas taxé en France

Actionnaire personne morale établie en France (détenant une participation de moins de 10% et d'un prix d'acquisition de moins de 1,2 MEUR)

- l'actionnaire pourra bénéficier d'un crédit d'impôt en France, égal au montant de la retenue à la source => la double imposition est évitée

Actionnaire personne physique ou personne morale résident dans un Etat autre que la France (détenant une participation de moins de 10% et d'un prix d'acquisition de moins de 1,2 MEUR)

- si la convention fiscale de double imposition entre le Luxembourg et l'Etat de résidence prévoit un taux de retenue à la source plus faible, l'actionnaire pourra déposer une demande de remboursement partiel ou total à l'administration fiscale à Luxembourg (formulaire « 901bis »)
- en outre, en fonction de la convention fiscale, il pourra bénéficier dans son pays de résidence d'un crédit d'impôt égal au montant de la retenue à la source => la double imposition est évitée

Actionnaire personne morale pouvant bénéficier de la directive européenne mère/filiale (+ EEE et Suisse), qui détient ou s'engage à détenir à la date de la distribution des dividendes, pendant au moins douze mois, une participation d'au moins 10% ou d'un prix d'acquisition d'au moins 1,2 M€

- exonération de retenue à la source à Luxembourg