

## Sword Group - 2018 Third Quarter Results

Revenue: **€48.6 M**

Organic Growth at constant exchange rates and on a like-for-like basis: **+ 21,4%**

### CONSOLIDATED ACCOUNTS AT CONSTANT STANDARDS

Q3 <sup>(1) (2)</sup>			
€M	2018	2017	Growth
Revenue	48.6	40.6	+ 19.7%
EBITDA	7.1	6.4	+ 10.9%
EBITDA Margin	14.7%	15.8 %	-

Organic growth at constant exchange rates and on a like-for-like basis: **+ 21.4%**

YTD (30/09) <sup>(1) (2)</sup>			
€M	2018	2017	Growth
Revenue	146.7	127.2	+ 15.3%
EBITDA	21.7	19.7	+ 10.2%
EBITDA Margin	14.8%	15.5%	-

Organic growth at constant exchange rates and on a like-for-like basis: **+ 18.0%**

### CONSOLIDATED ACCOUNTS AFTER TAKING ACCOUNT OF THE IFRS 15 IMPACTS

2018 <sup>(1) (2)</sup>		
€M	YTD 2018 (30/09)	H1-2018
Revenue	143.9	96.4
EBITDA	21.1	14.3
EBITDA Margin	14.7%	14.8%

Organic growth at constant exchange rates and on a like-for-like basis: **+ 20.3%**

#### Constant Standards

Consolidated Revenue: **€146.7M**      EBITDA Margin: **14.8%**



Organic growth at constant exchange rates and on a like-for-like basis: **+ 18.0%**

Non audited figures  
Percentages calculated based on the figures in €K

#### IFRS 15 Standards

Consolidated Revenue: **€143.9M**      EBITDA Margin: **14.7%**



Organic growth at constant exchange rates and on a like-for-like basis: **+ 20.3%**

Non audited figures  
Percentages calculated based on the figures in €K

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

<sup>(2)</sup> percentages calculated based on the figures in €K

The press release will be published on the web sites here after: Thomson Reuters and Sword Group. It was also sent to the "Commission de Surveillance du Secteur Financier (CSSF)" and saved on the Luxembourg Stock Exchange's website.

**Market**  
Euronext Paris  
Compartment B

**ICB 9530**  
Software &  
Computer Services

**ISIN Code**  
FR0004180578

**Indices**  
CAC® Small  
CAC® Mid & Small

CAC® All-Tradable  
CAC® All-Share

**sword-group.com**

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#### Calendar

**24/01/19**

Publication of 2018

Fourth Quarter Revenue

## ANALYSIS

### Growth and Profitability

The Group continues to outperform its budget in the third quarter and achieves its objectives despite the sale of its subsidiary Sword Performance.

The distribution of the organic growth (September 30<sup>th</sup>, 2018) at constant exchange rates and on a like-for-like basis, in sectorial terms, is as follows:

#### Constant standards:

- Software: + 7.8 %
- Services: + 21.9%
- Consolidated: + 18.0%

#### IFRS 15 standards:

After taking account of the IFRS 15 impacts, the distribution of the organic growth (September 30<sup>th</sup>, 2018) at constant exchange rates in sectorial terms is as follows:

- Software: + 16.1%
- Services: + 21.9%
- Consolidated: + 20.3%



### About Sword Group

Sword has **2 200\*** IT/Digital & Software specialists present over **5** 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**.

## POST-CLOSURE EVENT

The Group sold to **Sopra Steria Group**, its subsidiary specialized in Asset Finance Solutions. This sale was the subject of a communication dated October 23<sup>th</sup>, 2018.

## OUTLOOK

The Group may eventually target larger acquisitions while taking care of the accretive character of these acquisitions.

In addition, the Group will continue to generate a double-digit growth in 2019. Sword's goal remains the success of its Horizon 2020 plan.

#### [Methodological Note]

Regarding the definition of the alternative performance indicators mentioned above, their justification and their calculation methods, please refer to the relevant methodological note (paragraph 10 of the Annual Financial Report for 2017, Management Report, Pages 19 and 20) as published in the Annual Report ending on 31<sup>st</sup> December 2017. To access the Annual Report, please click **HERE**

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