



SWORD

UPGRADE YOUR BUSINESS

Q1 2020

PRESENTATION

SWORD GROUP

At a Glance

IDENTITY

Successful, Growing, Financially Secure and Listed



International Group founded in **2000**

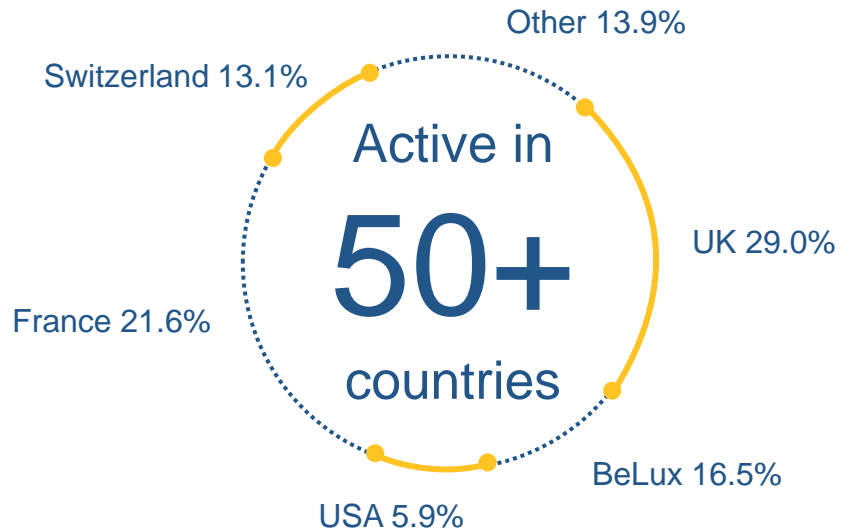


1000+ customers in over **50** countries



2 offshore support centres

FY2019 Consolidated Revenue by Region



FY2019 Consolidated Performance



€213.2m Revenue
€28.6m (13.4%) EBITDA

Software **11%**



IT Services **89%**

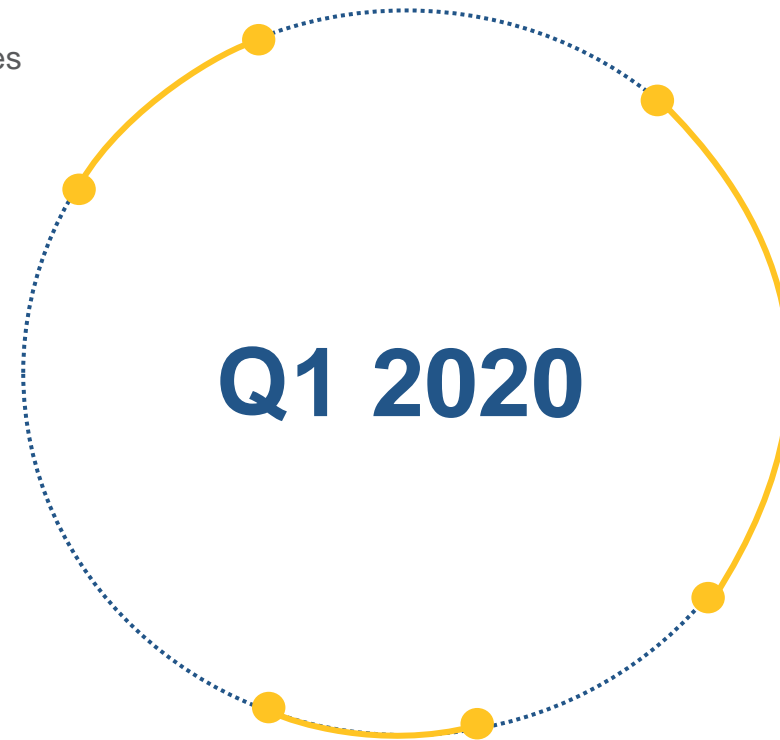
FY2019 Consolidated Revenue by Market



Q1 2020 FIGURES

Q1 2020 | Key Figures

+10.3%
Organic Growth at constant
perimeter
and constant exchange rates



€57.1m
Consolidated
Revenue

11.9%
EBITDA margin

Q1 2020 | Consolidated Breakdown

€m (*)	Group Consolidated	Software	IT Services
Revenue	57.1	5.4	51.7
EBITDA	6.8	0.8	6.0
EBITDA Margin	11.9%	14.0%	11.7%
Organic Growth at constant perimeter & constant exchange rate	10.3%	-8.4%	12.8%

(*) Percentages and amounts are calculated from figures in €K.

Q1 2020 | Consolidated Breakdown

€m	Q1 2020		
	Revenue	EBITDA Margin (*)	Organic Growth (i) (*)
Governance Risk & Compliance	3.8	13.4%	-9.5%
Others	1.6	15.4%	-0.6%
SOFTWARE	5.4	14.0%	-8.4%
France	13.6	13.8%	+10.6%
BeLux	12.1	6.7%	+4.3%
Switzerland	7.0	11.7%	+14.7%
UK	15.2	12.9%	+25.5%
Others	3.8	14.8%	+5.6%
IT Services	51.7	11.7%	+12.8%
TOTAL	57.1	11.9%	+10.3 %

(i) Organic Growth at constant perimeter (DataCo excluded)

(*) Percentages and amounts are calculated from figures in €K.

Q1 2020 | Net Cash Position



31/03/2020

Net Cash Position : €40.2m ⁽ⁱ⁾

€60.2m ⁽ⁱⁱ⁾



31/12/2019

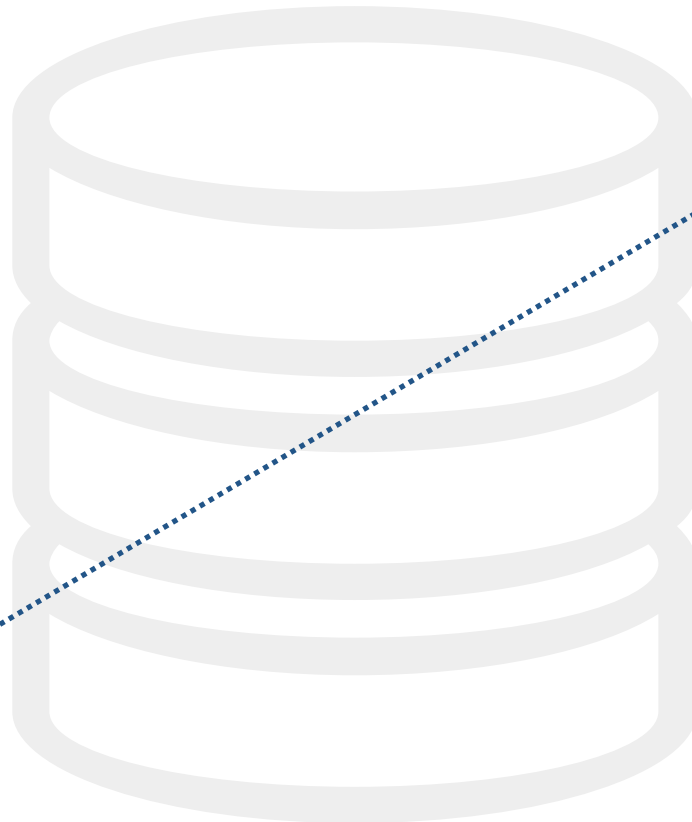
Net Cash Position : €53.7m ⁽ⁱ⁾

€70.8m ⁽ⁱⁱ⁾

(i) IFRS 16

(ii) IFRS 16 impacts excluded

Backlog



[31/12/2019]

Backlog:

€487.0m

(24.4 months)

[31/03/2020]

Backlog:

€495.0m

(24.7 months)

- **Negative Impact of the Coronavirus Crisis**
 - Productivity during teleworking
 - Postponement of license orders
 - Reduced availability of certain clients
 - Suspension of certain products linked to events management with the European Union

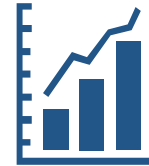
- **What could be recovered in 2020**
 - Increase in the license revenue for H2 2020
 - increase in client needs in H2 2020

2020 FIGURES



2020 budgeted
EBITDA margin

13%

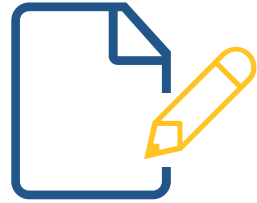


2020 budgeted
organic growth

12%

AGENDA

Financial Calendar



PUBLICATIONS

- **28/07/2020**
2020 Q2 Results
- **22/10/2020**
2020 Q3 Results
- **25/01/2021**
2020 Q4 Results
- **10/03/2021**
FY2020 Results



MEETINGS

- **28/04/2020**
Annual Shareholders Meeting | 2019
- **08/09/2020**
SFAF Meeting in Paris | H12020 Results
- **11/03/2021**
SFAF Meeting in Paris | FY2020 Results
- **28/04/2021**
Annual Shareholders Meeting | 2020

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