SWORD

UPGRADE YOUR BUSINESS

FY2020
PRESENTATION

Summary

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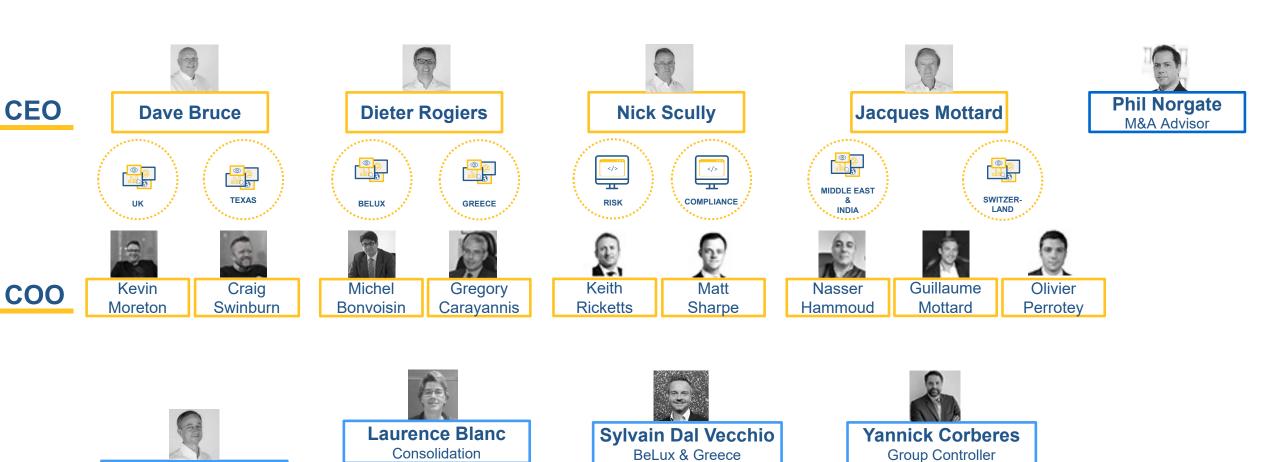
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Organisation

Organisation | Management Team



CFO



Group CFO







Group's Offer

Group's Offer | Software & IT Services

SERVICES

Creating Value through technology & improvement



Application Development



Infrastructure & Modern Workplace



Data & Analytics



Enterprise Service Management



Content Services



Communication & Collaboration



AI & Automation



Managed Cloud Services

SOFTWARE

Adding Value through innovative software solutions



VENUE



GRO

DIGITAL PERFORMANCE

Skills & expertise, to accelerate your digital transformation.



DATA OPTIMISATION

Making Data Work Smarter



Health



Luxury Industry



Aerospace & Defence



Sport



Energy



Finance



Transportation



Government





BP 2021-2024

Why a 2021-2024 BP?

Why a 2021-2024 BP?

- The Group's situation makes it possible to take this risk
- The boosters are a form of security in relation to the commitments made
- Identical commitment from each person vis-à-vis Sword, our clients and the market

Key Figures

Key Figures

- Organic growth between 11% and 13% for 4 years
- These figures do not include boosters and acquisitions
- The EBITDA margin target is 13% throughout the period

BP 2021-2024 | Figures

2021-2024 BP | Figures

Revenue (€m)		2021	2022	2023	2024
SOFTWARE	GRC	18.6	20.8	23.3	26.1
SERVICES	BELUX GREECE	56.1	62.8	72.4	81.8
	SWITZERLAND CANADA	35.4	39.6	44.4	49.7
	UK US (Texas)	69.5	79.0	85.8	93.2
	OTHERS (i)	11.7	12.9	14.2	16.6
TOTAL		191.3	215.1	240.1	267.4

Boosters

Boosters

- c.€13m invested in R&D in 2021 and 2022 to complete the GRC offer
- Creation of a new "product" offer with Sword Venue
- Development of "services" activities in North America
- Restart of TIPIK with its digital offer targeting communication activities
- Acquisitions

Group's Offer by division

HIGHLIGHTS



4 Offices:

Kuala Lumpur, London, Melbourne, Washington



#1 in Project Risk Management Worldwide

2021 TRENDS



€18.0m+

Revenue

+13.0%

000

Organic Growth at constant perimeter and constant exchange rates



25.0%

EBITDA Margin



Sword GRC Software



Software

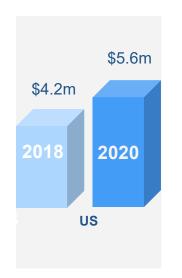


#1 in Project Risk
Management
Worldwide

2020

A resilient business maintaining profitability & strongly placed for future growth

Revenue US & ANZ





Highlights:

- EBITDA performance
- Still winning new customer every 12 days
- New version of ARM released
- Strength of Defence Sector
- Customer retention (95%+)
- ANZ and US

Europe remains engine supported by strong organic growth across US & ANZ

Sword GRC | Growth Opportunities



Software

Current status

- Stable, resilient business
- Market leading product in capital projects (ARM)
- Dominant position A&D and Transportation
- Global multinational blue chip clients
- Strong client retention rates
- Strong profitability (25% EBITDA margin)

Improvement

- Extensive R&D Initiative leading to:
 - Expansion into Enterprise Risk Management
 - New offering in Health & Safety market
 - Further inroads into capital project arena
 - Strengthening of Financial Services solution



- Maintain and extend capital projects leadership
- Gain market share in Financial Services, leading to:
 - Strong growth,& doubling of revenue over five years (£15m end of 2020 to £32m in 2025)
 - Targeted EBITDA margin of 30% by 2025

Deliver significant profitable revenue growth across Europe, US & ANZ whilst pushing further into Asia & South America.













HIGHLIGHTS



7 Offices:

Aberdeen, Edinburgh, Glasgow, Houston, London, Perth, Staines



#1 in the Oil & Gas Sector in Scotland

2021 TRENDS



€69.0m⁺

Revenue

+13.0%+

000

Organic Growth at constant perimeter and constant exchange rates



14.0%

EBITDA Margin



Sword UK Services

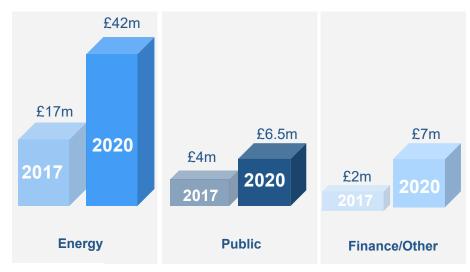


Services

Revenue by Sector

Platform

We've created a strong platform for growth



UK

#1 in the Oil & Gas Sector in Scotland

Revenue by Location



Diversification

Strong organic growth across multiple sectors, focusing on London growth

Sword UK Services | Growth Opportunities



Services

Current status

- A strong business
- Team capable of delivering double digit growth
- Blue chip clients
- Leading company on the Oil & Gas market

Improvement

- Greater sector focus
- Reduce dependency on energy
- Increase sales in public & finance
- Acquire in public & finance sectors
- Support energy transition to renewables

2025 objective

- Focused in three sectors (Government, Energy, Finance)
- Annuity, IP and International revenues
- €120m revenue in 2025 (from €60m in 2020)

Deliver revenues across all sectors whilst reducing overall dependency on energy













HIGHLIGHTS



4 Offices:

Athens, Barcelona, Brussels, Luxembourg



Top player in application services and communication services at the **European Institutions**

2021 TRENDS



€56.0m⁺ Revenue





Organic Growth at constant perimeter and constant exchange rates





Sword BeLux-Greece Services



Services

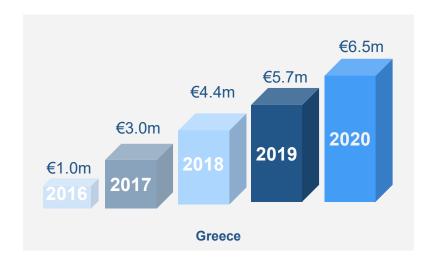
BeLux-Greece

Key player in application services and communication services at the European Institutions

Highlights

- New signed contracts in 2020 > €120m
- Important backlog of > €230m
- New offers with overall value of > €350m
- Acquisition of Lemonade Software Development
- Sword Greece: growth engine

Revenue in Greece



Expanding Business

Strong organic growth across multiple activity domains, capitalising the opportunities and budget increase of many non BeLux-Greece based European Agencies & Institutions

Sword BeLux-Greece | Growth Opportunities



Services

Current status

- Top 7 player at the European Institutions
- Very high winning rate of > 75 %
- Strong nearshore delivery capacity
- Yearly Organic growth of > 15 % since 2015
- Strong recurrent revenues of > 90 %
- Important backlog of > 200 Million Euro

Improvement

- Startup and Initiation of newly signed Framework Contracts
- Accelerate growth path while securing existing business
- Focus on profitability
- Enlarge customer basis
- Leverage the nearshore business model on TIPIK

2025 objective

- Top 3 player at the European Institutions
- €100m revenue in 2025 (from €50m in 2020)
- EBITDA margin: 9%⁺ in 2025
- Backlog of > 350 Million Euro

Focus on Strong and continuous organic growth across multiple activity domains, capitalising the opportunities and budget increase of many non BeLux-Greece based European Agencies & Institutions

HIGHLIGHTS



5 Offices:

Freiburg, Geneva, Lausanne, Montreal, Nyon



Key player in Sport, Luxury and at the United Nations

Top 5 in IT outsourcing companies in CH landscape

2021 TRENDS



€35.0m⁺

Revenue



000

Organic Growth at constant perimeter and constant exchange rates



10.0% EBITDA Margin



Sword Switzerland Services



Services

Fundamentals

Within global context,
Swiss economy remains robust,
with strong fundamentals and
pragmatic support from Federal State.
#1 place worldwide for Innovation

Highlights

- Solid organic growth +9%
- Launch of Sword Venue product
- New "Long Term Agreements" signed within Public and Insurance sectors
- A leading actor in cloud transformation with major deals signed in the financial industry and Public Sector

Switzerland

Key player in Sport, Luxury and at the United Nations

Top 5 in IT outsourcing companies in CH landscape

Revenue by sectors







Sword Switzerland
maintains strong presence
in 3 key sectors: Luxury,
International Organisations
(UN + Sport) and Public
Administration

Sword Switzerland -1- | Growth Opportunities



Services

Current status

- Top 5 global IT outsourcing partner in French-speaking CH
- Established Long Term Agreements for 2020-2024
- Client portfolio incl. International Organisations and Institutions
- Strong recurring revenue (>60%)

Improvement

- Organic growth inside UN agencies and Financial Services
- Build innovating service and product offering in Sport
- Develop nearshore based offerings

Top 3 Institutions



2025: Continuous growth leading

Technological Transformation for

International Organizations and

Administrations



Top 3
Int. Organizations







2025 objective

- Sword Venue to become the leading product in its market field
- Sword to become #1 in local governments (cantons)
- Top 3 global IT outsourcing partner in French-speaking CH
- €34m revenue in 2025 (from €20m in 2020)

Industry
Sport & Events





Sword Switzerland -2- | Growth Opportunities



Services

Current status

- Swiss reference in Microsoft Cloud technologies deployment
- 24/7 IT operations department
- Strong annual organic growth: c.20%

Improvement

- Recurring revenue up to 80% thanks MSP contracts
- Use Canada for 24/7 IT operations
- Set up Devops practice

2025 objective

- Acquisition of a small company
- Reach 9% EBITDA margin (from 6% in 2020)
- +50% backlog in term of months
- €22m Revenue in 2025 (from €9.3m in 2020)

A highly spread turnover mitigating risk



















HIGHLIGHTS



4 Offices:

Beirut, Chennai, Dubai, New-York



Near/Off-Shore services Reach 5 Continents

2021 TRENDS



€11.0m⁺

Revenue



Organic Growth at constant perimeter and constant exchange rates



16.0%+

EBITDA Margin



Sword Middle East & India Services



Services

2020

A Robust business maintaining Growth & Profitability

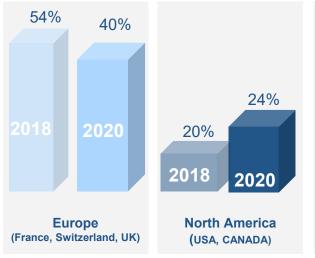
Highlights:

- Strong Profitability
- High Business resilience to the Pandemic (Customer retention = 100%)
- New Customers & Long term projects
- New Version of the Mobile & Internet Banking App
- Increase in backlog

Global

Near/Off-Shore services
Reach 5 Continents

Revenue by Market Location







Sword Middle East & India | Growth Opportunities



Services

Current status

Customers over 5 continents

- Multinational blue chip clients
- Focused on growth & high profitability (20%+ EBITDA margin)
- Strong recurring revenue (70%)

Improvement

- Reinforce our commercial presence in North America & UK
- Build capacity in new technologies (Cloud, AI, RPA, AR/VR)
- Add new features to our internal banking product (BEAM)
- Accelerate the growth in UAE by micro acquisitions
- Build Innovating offering for GCC Markets

2025 objective

- Multiple Long Term Agreements with International Organisations
- Higher market share in North America thanks to our offshore offerings
- Increase BEAM revenue
- €20m Revenue in 2025 (from €8.9m in 2020)
- Doubling the number of customers with recurring revenues

2021*: Continue to develop multinational prestigious Clients while focusing on Quality & Innovation



















UK Services M&A

UK Services Journey | Acquisition Versus Organic Growth

£k	Sword UK Services Growth Analysis						
	Revenue	Growth	EBIT	Acquisition	Organic Growth	Total	
FY2015	11,000	-	300 3%	-	-	-	
FY2016	14,813	35%	304 2%	18%	17%	35%	
FY2017	23,083	56%	1,080 5%	21%	21%	56%	
FY2018	37,828	64%	3,216 9%	52%	52%	64%	
FY2019	48,196	27%	4,192 9%	25%	25%	27%	
FY2020	55,975	16%	6,967 12%	5%	5%	16%	
FY2021	63,363	13%	7,773 12%	13%	13%	13%	

- Average Organic Growth over last 5 years of 24%
- Average Growth Due To Acquisitions over last 5 years of 15.4%
- Focused on Organic Growth with acquisitions to supplement this journey

UK Services Journey | Analysis of Key Acquisitions

Sword UK Services Analysis of Key Acquisitions					
£k	£k Date		Mint Tulip	Venture	
Enterprise Value	Aug. 16	-100			
	Sept. 17		1,600		
	Oct. 17			2,678	
EBITDA multiple		-	4.0	5.0	
EBITDA FY2016		161	-	-	
EBITDA FY2017		418	150	212	
EBITDA FY2018		1,264	520	1,104	
New EBITDA multiple		-	3.1	2.4	
EBITDA FY2019		1,196	498	1,231	
New EBITDA multiple		-	3.2	2.2	
EBITDA FY2020		2,136	763	1,203	
New EBITDA multiple			2.1	2.2	
Total EBITDA		5,175	1,931	3,750	
Pay Back in Months		0	36	28	

LMA

- Deep domain knowledge
- Market Consolidation
- Accretive

Mint Tulip

- Vertical Market Diversication
- Geographic Expansion
- Complementary Service Offerings
- Accretive

Venture

- Deep domain knowledge
- Market Consolidation
- Geographic Expansion
- Complementary Service Offerings
- Accretive

UK Services Journey | Next Steps

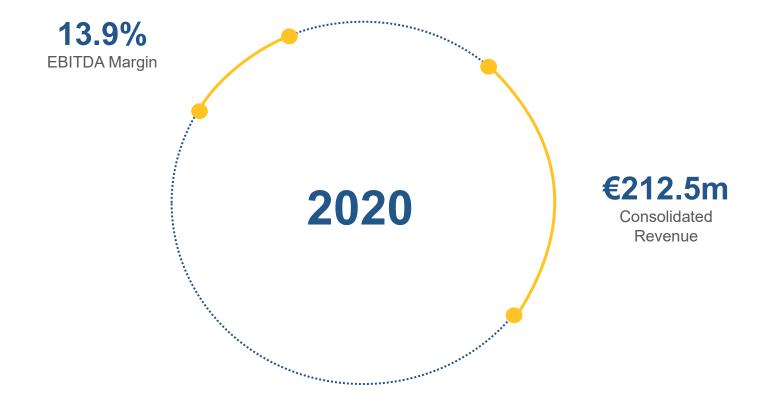
Cl	Business Plan 2021 to 2024 Plus Target					
£k	2021	2022	2023	2024	2025	
Revenue as per Business Plan	69.5	79.0	85.8	93.2	-	
Actual 2025 Target					120.0	
Growth	13%	14%	9%	9%	29%	

UK Services Business Plan

- Our Business Plan is eminently achievable
- The growth for FY2021 and FY2022 if higher as we have more visibility over the near term
- The growth for FY2023 and FY2024 is more prudent as we have less visibility
- Were we to apply the same growth rates as per FY2023 and FY2024 to FY2025 then we would arrive at €100m
- The delta is our acquisition target

2020 Figures

Figures | Consolidated Performance -1-



Figures | Consolidated Performance -2-

€m ⁽ⁱ⁾	2020 REVENUE	2020 EBITDA
Perimeter without France	169.2	23.7 14.0%
Sold Perimeter	43.3	5.8 13.4%
TOTAL	212.5	29.5 13.9%

(i) Adjusted figures

Figures | 2020 Synthesis

€m (*)		FY2020			FY2019		Organic Growth
	Revenue	EBITDA %	EBITDA	Revenue	EBITDA %	EBITDA	France excluded
Software Governance Risk & Compliance	16.4	25.3%	4.1	17.5	24.4%	4.3	-6.3% ⁽ⁱ⁾
BeLux	50.6	9.7%	4.9	45.3	9.4%	4.3	+11.7%
Switzerland	29.8	10.2%	3.0	28.0	12.3%	3.4	+6.4%
UK	61.0	15.6%	9.5	52.1	12.2%	6.4	+13.2% (ii)
Others	11.4	18.0%	2.1	10.7	14.3%	1.5	+6.5%
IT Services	152.8	12.8%	19.5	136.1	11.5%	15.6	+12.3%
TOTAL	169.2	14.0%	23.7	153.6	12.9%	19.9	+9.2%

⁽i) +2.8% in Q4

⁽ii) Note that the UK Services growth rate is impacted by the acquisition made by the UK

^(*) Percentages and amounts are calculated from figures in €k

Figures | Breakdown

Breakdown FY/Q4/Q3/H1 in 2020 for the pro forma perimeter (excluding France):

€m	FY	Q4	Q3	H1
Revenue	169.2	45.3	41.8	82.1
EBITDA	23.7	7.6	6.2	9.9
EBITDA Margin	14.0%	16.8%	14.7%	12.1%
Organic Growth	+9.2%	+13.0%	+12.8%	+6.4%

Figures | Net Cash Position



31/12/2020 | former standard Net Cash Position: €105.8m



31/12/2020 | IFRS16 & earn out excluded Net Cash Position: €98.0m

Figures | Backlog

	Number of Months	Compared to
Total	17.5	€230m
France	7.6	€60m
Total post closing	26.4	€170m

Top 10 | Clients - France excluded

Company	Location
Admiral	UK
BP	UK US
DG for Informatics	BeLux
DG Taxation and Customs Union	BeLux
DG Justice and Consumers	BeLux
European Parliament	BeLux
Richemont	Switzerland
Serica Energy	UK
State of Freiburg	Switzerland
Total	UK

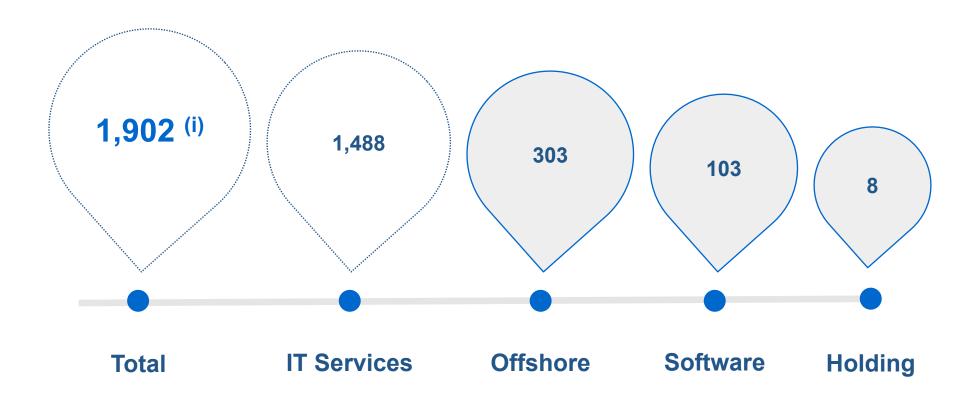


The **first 10 clients** represent **31.4%** of the **2020**Consolidated Revenue



The **first client**represents **7.5%**of the **2020**Consolidated Revenue

FY2020 | Staff



(i) 1,838 full time equivalent (FTE) staff (NDBS included)

702 freelancers (438 FTE)

2020 Dividends | €2.4



2021 Budget

2021 | Simplified Budget

€m	REVENUE	EBITDA MARGIN	EBITDA	ORGANIC GROWTH
SOFTWARE (i)				
GRC	18.6	25.0%	4.7	+13.4%
SOFTWARE TOTAL	18.6	25.0%	4.7	+13.4%
IT SERVICES				
BELUX - GREECE	56.1	9.0%	5.0	+10.9%
SWITZERLAND - CANADA	35.4	10.2%	3.6	+18.8%
UK - US	69.5	14.3%	9.9	+13.9%
MIDDLE EAST - INDIA	11.7	16.7%	2.0	+2.6%
IT SERVICES TOTAL	172.7	11.9%	20.6	+13.0%
TOTAL	191.3	13.2%	25.2	+13.1%

⁽i) The Revenue of Sword Venue is not included

2020 General Accounting

2020 | PnL with no impact of share deals

€m	2019	2020
Revenue	213.2	212.5
Current EBITDA	28.6 13.4%	29.5 13.9%
Current EBIT	20.7 9.7%	22.0 10.4%
Non Current Costs	1.4	(48.1)
Financial Costs	0.6	1.7
Corporate Tax	4.9	3.7
Net Profit after corporate tax	13.8	64.7

Balance Sheet | Non-Current Assets

€k	31 December 2019	31 December 2020
ASSETS		
NON-CURRENT ASSETS		
Goodwill	73,354	52,053
Other intangible assets	12,769	10,759
Property, plant & equipment	5,089	1,748
Assets related to the right of use	14,424	6,154
Investments in associates	50	-
Financial assets at fair value through other		
comprehensive income	1,099	2,964
Deferred tax assets	1,579	362
Other assets	2,448	8,300
TOTAL NON-CURRENT ASSETS	110,812	82,340

Decrease in goodwill due to the sale of France

Increase in other assets: €7.4 due to the sale of France (earn out)

Balance Sheet | Current Assets

€k	31 December 2019	31 December 2020
ASSETS		
CURRENT ASSETS		
Trade and other receivables	37,130	22,874
Work in progress	28,774	16,905
Current tax assets	946	515
Other assets	5,571	5,413
Cash and cash equivalents	71,657	105,842
Prepaid expenses	2,407	1,366
TOTAL CURRENT ASSETS	146,485	152,915
TOTAL ASSETS	257,297	235,255

Decrease in trade and other receivables & work in progress: due to the sale of France

Balance Sheet | Financial Debt

Cl	31 December	31 December
€k	2019	2020
EQUITY AND LIABILITIES		
EQUITY		
Share capital	9,545	9,545
Share premiums	70,676	70,676
Reserves	4,832	2,547
Retained earnings	61,904	51,382
TOTAL EQUITY – GROUP SHARE	146,957	134,150
Non-controlling interests (minority interests)	3,006	1,792
TOTAL EQUITY	149,963	135,942
NON-CURRENT LIABILITIES		
Lease obligations	13,006	5,324
Provisions for retirement benefits	1,534	235
Other provisions	392	25
Deferred tax liabilities	1,530	1,414
Other liabilities	8,228	48,436
TOTAL NON-CURRENT LIABILITIES	24,690	55,434
OUDDENT LIADIUTIES		
CURRENT LIABILITIES	4.000	0.500
Lease obligations	4,080	2,528
Other financial debts	878	35
Other provisions	1,247	125
Trade and other payables	18,401	19,454
Current tax liabilities	2,310	899
Other liabilities	29,254	10,949
Prepaid services	<u>26,474</u>	9,889
TOTAL CURRENT LIABILITIES	82,644	43,879
TOTAL LIABILITIES	107,334	99,313
TOTAL EQUITY AND LIABILITIES	257,297	235,255

- Decrease in lease obligations (non-current & current):
 due to the sale of France
- Increase in other liabilities: €45.4m due to the Share Plan (Luxembourg Fund)

- Decrease in other liabilities due to the sale of France and the payments of minorities (€6m)
- Decrease in prepaid services: due to the sale of France

Cash Flow | Extract

€m	31 DECEMBER 2019	31 DECEMBER 2020
NET CASH FLOWS FROM OPERATING ACTIVITIES	21.8	32.8
NET CASH FLOWS (ALLOCATED TO) / FROM INVESTMENT ACTIVITIES	(11.5)	53.1
NET CASH FLOWS ALLOCATED TO FINANCING ACTIVITIES	(52.2)	(50.3)
Net change in cash and cash equivalents	(42.0)	35.6
CASH AND CASH EQUIVALENTS AT THE CLOSE OF THE PERIOD	71.0	105.8

AGENDA

Financial Calendar





- **26/04/2021**2021 | Q1 Results
- **28/07/2021**2021 | Q2 Results
- 25/10/20212021 | Q3 Results

- **25/01/2022** 2021 | Q4 Results
- 09/03/20222021 | FY Results

- **28/04/2021**Annual Shareholders Meeting | 2020
- 09/09/2021
 SFAF Meeting | H12021 Results
- 10/03/2022SFAF Meeting | FY2021 Results
- 28/04/2022Annual Shareholders Meeting | 2021

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