

## Press Release

Windhof - January 25<sup>th</sup>, 2023

# SWORD

UPGRADE YOUR BUSINESS

## Sword Group | 2022 Fourth Quarterly Results

### Performance above budget

**Organic Growth: +29.5% <sup>(i)</sup>**

**EBITDA Margin: 13.2%**

<sup>(i)</sup> +26.4% at constant exchange rates.

## RESULTS

### 4<sup>TH</sup> QUARTER 2022

	Q4 <sup>(ii)</sup>	
€m	2022	2021
Revenue	72.3	59.7
EBITDA	9.6	9.0
EBITDA Margin	13.2%	15.0%

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

**Organic Growth on a like-for-like basis: +29.5%**

**Organic Growth on a like-for-like basis and at constant exchange rates: +26.4%**

### YEAR 2022

- Consolidated Revenue: **€272.3m**

- Organic Growth at constant exchange rates: **+28.5% <sup>(iii)</sup>**

- EBITDA Margin: **12.9%**

<sup>(iii)</sup> on a like-for-like basis and at constant exchange rates: **+26.3%**

## ANALYSIS

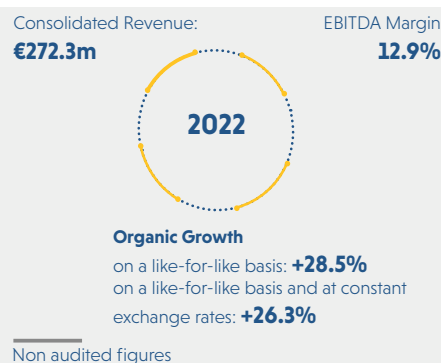
The **revenue** for the **fourth quarter** of **2022** amounts to **€72.3m** in **consolidated terms**.

For the quarter, the **EBITDA margin** amounts to **13.2%**, **above our standard profitability of 12%**. The 2021 profitability of 15% was achieved by the software part (Sword GRC), while the profitability of the services part was 12.3%.

**Organic growth for the quarter** amounts to **+29.5%** and **+26.4% at constant exchange rates**.

**All of our businesses outperformed** and we **benefit** from being **positioned** in **growth markets**, where **investment in digital is crucial**.

[...]



### Agenda

**09/03/23**

**FY2022 Annual Results Presentation Meeting**  
- Paris - 10:00 am (CET) | Registration

**26/04/23**

**2023 First Quarter Revenue**



### [Methodological Note]

The definition of the alternative performance indicators can be found on page 17 of the 2021 Financial Report.

The press release will be published on the web sites here after: Notified 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

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For the year **2022**, consolidated revenue is **€272.3m**, with an **EBITDA margin of 12.9%**. **Organic growth** for the year amounts to **+28.5% on a like-for-like basis** and **+26.3%** on a like-for-like basis and **at constant exchange rates**.

The revenue of **€272.3m** includes a part of the **Sword GRC revenue** sold in April 2022, **without this activity the revenue is €265.7m**.

This figure represents **the baseline for the year 2023**.

The **net cash position**, excluding IFRS, amounts to **€38.7m** at **31/12/2022**.

However, it is necessary to **consider the deferred payment** of the sale of Sword GRC of **€11.3m**, the receipt of which has been **deferred to 04/01/2023**.

The **net cash position**, excluding IFRS, **at the beginning of the year** is consequently **€50m**.

## OUTLOOK FOR 2023

The Group **will continue to pursue an ambitious organic growth policy** while maintaining stable profitability.

The **2023 budget** has been drawn up accordingly and therefore **foresees an organic growth of 15%**.

**This growth rate takes into account:**

- The **objective of consolidating the Group's positions** after this year of exceptional growth,
- The **economic and geopolitical risks of 2023**.

In parallel, the **Group will focus on:**

- **Targeting small-scale acquisitions** if they provide a complementary positioning,
- **Identifying projects likely to boost growth in 2023** and especially **2024 and 2025**.



### Sword Group

Sword has **2,700+ 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 a **solid reputation** in **software publishing** and in **complex IT & business project management**.

Sword **optimises** your **processes** and enhances your **data**.



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