



SWORD GROUP

Q4 2006

- **Consolidated Revenue:**
€ 38.14 M ⁽¹⁾
- **Organic Growth:**
25.94 % ⁽¹⁾
- **Consolidated Growth:**
30.76 % ⁽¹⁾

YTD 2006

- **Consolidated Revenue:**
€ 142.01 M ⁽¹⁾
- **Pro forma Revenue:**
€ 152.10 M ⁽¹⁾
- **Organic Growth:**
21.49 % ⁽¹⁾
- **Consolidated Growth:**
39.92 % ⁽¹⁾
- **Current Operating Profit Margin:** **15.65 %** ⁽¹⁾
- **Operating Profit Margin:** **16.86 %** ⁽¹⁾
- **Net Attributable Profit:**
11.01 % ⁽¹⁾

> SWORD GROUP

Founded in December 2000

Chairman and Founder:

Jacques MOTTARD

1 501 employees at 31/12/2006

Eurolist Compartment B

Isin code: FR0004180578

Next Economy Segment

FTSE Sector: 972 IT services

IT CAC, CAC Small 90,

CAC Mid and Small 190 and

SBF 250

> **Upcoming press release:**

Annual Revenue:

March 14th, 2007



Fourth Quarter 2006 Revenue

€M	2006 ⁽¹⁾	2005	%
Q4 Revenue	38.14	29.16	30.76
Annual Revenue	142.01	101.49	39.92

⁽¹⁾ not audited by the Auditors

Analysis

- The year 2006 is characterised by growth rates and profitability in excess of budgeted figures
- The end of 2006 perimeter results from:
 - a/ The sale of 3 entities in 2006 (SWORD Nord, SWORD Consulting and IDP (Business Unit)
 - b/ Acquisition of 2 companies, STELLON in Lausanne in July and RTE in Glasgow in November
- Over a full year the transferred companies generate a revenue of **€ 8 100 K** in 2006
The consolidated revenue of the companies transferred, which is not included in pro-forma sales, amounts to **€ 6 469 K**
- Non-current operating income comes mainly from profits made on disposal of company assets

2007 Outlook

- Group's standards are kept
 - Organic growth of **15%**
 - Operational profit of **15%**
- Acquisition policy
 - The group will maintain its acquisition strategy at the same rhythm (**€ 17.5 million** per annum). This policy is to be split into two sections:
 - a/ Small targeted acquisitions for completing an existing strategy (geographical or technical)
 - b/ Larger acquisitions for initialising a new strategy (geographical and technical)
- 2007 budget
 - The consolidated revenue for 2007 will be in excess of **€ 180 million**. This will include an additional **€ 7.3 million** generated by acquisitions which will be carried out in 2007
 - The profitability of the companies acquired during 2006 will be in line with group norms by the 1st July 2007
 - Internal organic growth of **15%** will be targeted (excluding acquired companies)

€M	2007 ⁽¹⁾
Revenue excluding contribution from acquisitions	173
Consolidated revenue generated via 2007 acquisitions	7.3
Consolidated Revenue FY2007	180.3
Non-consolidated Revenue generated from acquisitions	10.2
Proforma Revenue	190.5

> SWORD GROUP Contacts

Jacques MOTTARD • Chairman •

Stéphanie DESMARIS • In charge of Communication • sdesmaris@sword-group.com

HQ: 9 avenue Charles de Gaulle – 69370 Saint Didier au Mont d'O

Press release available on www.sword-group.com, www.companynewsgroup.com and www.boursorama.com