

Sword Group - 2019 Third Quarterly Results

Consolidated Revenue: **€52.6 m**

Organic Growth at constant exchange rates and on a like-for-like basis: **+21.9 %**

Outperformance in relation to the forecasts

THIRD QUARTER ACCOUNTS

| €m | Q3 ^{(1) (4)} | |
|---------------|-----------------------|-------|
| | 2019 | 2018 |
| Revenue | 52.6 | 47.5 |
| EBITDA | 6.9 ⁽²⁾ | 6.9 |
| EBITDA margin | 13.1% | 14.5% |

Organic Growth⁽³⁾ +21.9%

ACCOUNTS AS AT 30 SEPTEMBER (TYD)

| €m | YTD (30/09) ^{(1) (4)} | |
|---------------|--------------------------------|-------|
| | 2019 | 2018 |
| Revenue | 156.7 | 143.9 |
| EBITDA | 20.8 ⁽²⁾ | 21.1 |
| EBITDA margin | 13.3% | 14.7% |

Organic Growth⁽³⁾ +21.1%

⁽¹⁾ Non audited figures

⁽²⁾ Figures in application of the IFRS 16 standards

⁽³⁾ At constant exchange rates and on a like-for-like basis

⁽⁴⁾ Percentages calculated in €k

YTD Figures (30/09/2019)

Consolidated Revenue:
€156.7 m

EBITDA Margin:
13.3%

YTD - 2019

Organic Growth at
constant exchange rates
and on a like-for-like basis:
+21.1%

Non audited Figures
Percentages calculated in €k

31

Agenda

23/01/20

Publication of **Q4 2019 Results**

12/03/20

FY 2019 presentation meeting in Paris,
Centre Arpège Trocadero

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

Sword Group - 2, rue d'Arlon L-8399 Windhof - investorrelations@sword-group.lu



ANALYSES

In cumulated terms to the end of September (YTD), **organic growth** amounts to **+ 21.1%** and is distributed as follows:

- Software : +15.4%
- Services : +21.9%

The **Software part** shows an increase in growth from +9.5% at the end of June to **+15.4%** at the end of **September (YTD)**, thanks to an excellent third quarter with an internal growth rate of +25.9%.

Regarding **profitability (YTD)**, the Group continues to show an **EBITDA margin** of **13.3%**, higher than the budget.

The difference in margin for 2019 in comparison with 2018 is due to the disposal of Apak that generated a 33.8% EBITDA margin in 2018 over the same period.

OUTLOOK

The Group **confirms** the **outlook re-evaluated** at the end of June.

For 2020, the **budgeted organic growth** will amount to over **12%** in comparison with 2019.



Sword Group

Sword has **2,000+** 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**.

[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 2018, Management Report, Pages 28 and 29) as published in the Annual Report ending on 31st December 2018. To access the Annual Report, please click [HERE](#)

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® All-Tradable
CAC® Mid & Small CAC® All-Share

sword-group.com

Sword Group - 2, rue d'Arlon L-8399 Windhof - investorrelations@sword-group.lu

