

Sword Group | Results for the Third Quarter of 2020

Consolidated Revenue: €55.1m

Organic Growth: +8.1%

EBITDA Margin: 13.1%

RESULTS

2020 THIRD QUARTER ACCOUNTS

	Q3	
€m	2020 ⁽¹⁾	2019
Revenue	55.1	52.6
EBITDA	7.2	6.9
EBITDA margin	13.1%	13.1%

Organic growth: +8.1%

Organic growth for the quarter as calculated on the **new perimeter** (outside France) amounts to **+12.8%**.

30 SEPTEMBER 2020

Consolidated Revenue: **€167.2m**

Organic Growth: **+6.7%**

EBITDA margin: **13.1%**

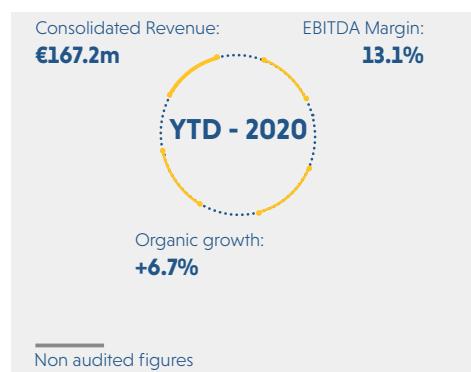
ACCOUNTS AS OF SEPTEMBER 30, 2020

	YTD SEPTEMBER 30	
€m	2020 ⁽¹⁾	2019
Revenue	167.2	156.7
EBITDA	21.9	20.8
EBITDA margin	13.1%	13.3%

Organic growth: +6.7%

YTD organic growth (30/09) as calculated on the **new perimeter** (outside France) amounts to **+8.8%**.

⁽¹⁾ non audited figures



Agenda

25/01/21

2020 **Fourth Quarter Revenue**

11/03/21

FY 2020 **annual results presentation meeting**
(organisation to be defined)



[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 2 page 15 of the Annual Financial Report for 2019) as published in the Annual Report ending on 31st December 2019. 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® Mid & Small

CAC® All-Tradable
CAC® All-Share

sword-group.com

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



ANALYSIS

In cumulative terms at the end of **September (YTD)**, **organic growth** of the **new scope** amounts to **+8.8%**, and is distributed as follows:

- Software: -9.3%
- Services : +11.3%

The **Software division** has **declined**, mainly due to the **postponement** of the **licenses revenue** that had been budgeted for the period, but the **decline** has **slowed down** in Q3, especially in the new perimeter outside France (-5.9% in Q3 vs. -9.3% YTD).

The **Services division** has reacted to the crisis in **different ways** depending on the **country**.

Three countries have more especially stood out:

- **BeLux**, which made up its backlog by the end of June in just one quarter, particularly thanks to the recovery in Tipik's business (+20.6% in Q3 vs. +6.6% YTD),
- **The United Kingdom**, which has continued to outperform in terms of growth over the quarter (+14.7 % in Q3 vs +17.5 % YTD),
- **Switzerland**, which has returned to double-digit growth (+13.5% in Q3 vs. +8.9% YTD).

OUTLOOK FOR 2020

Sword Group now expects **organic growth** of **over 8%** outside France (versus 12% budgeted) combined with an **EBITDA margin** of **13%** (unchanged from the initial budget).



Sword Group

Sword has **1,900+** **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.

Sword optimises your processes and enhances your data.



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