

Press Release

Windhof - January 25th, 2023

SWORD

UPGRADE YOUR BUSINESS

Sword Group | 2022 Fourth Quarterly Results

Performance above budget

Organic Growth: +29.5% ⁽ⁱ⁾

EBITDA Margin: 13.2%

⁽ⁱ⁾ +26.4% at constant exchange rates.

RESULTS

4TH QUARTER 2022

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

⁽ⁱⁱ⁾ 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%** ⁽ⁱⁱⁱ⁾

- EBITDA Margin: **12.9%**

⁽ⁱⁱⁱ⁾ 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**.

[...]

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

sword-group.com



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.



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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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