

## Sword Group - Confirmation of the Performance Announced on January 27 2019: Strong Performance - Organic Growth +20% - Ebitda Margin Above 13%

### 2020 Objectifs: Organic Growth of 12% and Ebitda Margin of 13%\*

\* not including the impact of Coronavirus

FY2019 Consolidated Revenue: **€213.2 m**  
FY2019 Organic Growth: **+20.7%**

## ANALYSIS

2019 was **stable** within its perimeter with only **one** small **acquisition**, at the end of the year (November), so with **no significant impact** on the figures.

The company **outperformed** in terms of **organic growth** in relation to its initial budget, **+20.7%** compared with a budget of +12%.

It is important to note that in 2019, **100%** of the Group's **entities outperformed** in relation to their budget.

With a **strong net cash position** (€70.8 million, not including the impact of IFRS 16), **the Group** has the **wherewithal** to **pursue** its **dividend policy**, to **envisage strong organic growth**, to **fund new initiatives** and to **make acquisitions**, if the market allows.

Consolidated Revenue: **€213.2 m**      EBITDA Margin: **13.4 %**

YTD - 2019

Organic Growth at constant exchange rates: **+20.7%**

Non audited Figures  
Percentages calculated in €k

## CONSOLIDATED ACCOUNTS

	YEAR <sup>(1)</sup>		
€m	2019 <sup>(2) (3)</sup>	2018	Growth
Revenue	213.2	171.4	+24.4%
EBITDA	28.6	20.1	+42.1%
EBITDA Margin	13.4%	11.8%	-

<sup>(1)</sup> Percentages calculated based on the figures in €K

<sup>(2)</sup> Taking into account the impact of IFRS 16

<sup>(3)</sup> Non audited figures



### Agenda

**12/03/20**

FY2019 Results presentation **meeting**,  
10:00 am by **Webcast**

**23/04/20**

Publication of  
**Q1 2020 Results**

**28/04/20**

**2019 Annual Shareholders Meeting**



### Dividend

Dividend proposed to the General Meeting  
**€1.8 per share**

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

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## POST-CLOSURE EVENTS

Since January 2020, a Coronavirus epidemic, COVID-19 has spread from China.

For the moment, it is too soon to measure the impact of this phenomenon.

A detailed study of the contracts is underway and precise information will be published in the forthcoming weeks.

The Group is committed to communicating to the market as the situation evolves.

## 2020 OUTLOOK

Without the Coronavirus crisis, Sword Group planned **organic growth of 12%** combined with an **EBITDA margin of 13%<sup>+</sup>**.

The Group will refine its forecasts from one month to the next so as to take into account the exogenous factors.



### About Sword Group

Sword has **2,300+ 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](#).

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