

Press Release

Windhof - 20 July 2023

SWORD

UPGRADE YOUR BUSINESS

Sword Group | Results for the Second Quarter of 2023

Consolidated Revenue: €74.1m

Organic Growth: +21.8% ⁽¹⁾

EBITDA Margin: 12.3%

⁽¹⁾ on a like-for-like basis and at constant exchange rates

KEY FIGURES

For the 2nd quarter of 2023:

- **Consolidated Revenue** is **€74.1m**,
- **Organic Growth** is **+21.8%** at constant scope and exchange rates, 6.8 percentage points more than the budget,
- **Profitability** is **€9.1m, 12.3% EBITDA margin**, 0.3 percentage point more than the budget.

For the 1st half of 2023:

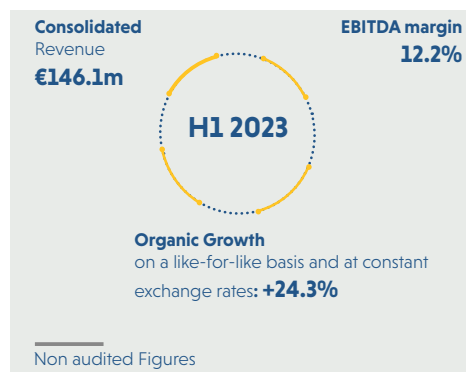
- **Consolidated Revenue** is **€146.1m**,
- **Organic growth** is **+24.3%** at constant scope and exchange rates, 9.3 percentage points than the budget,
- **Profitability** is **€17.8m, 12.2% EBITDA margin**, 0.2 percentage point than the budget.

H1 2023 ACCOUNTS

H1 non audited Figures			
€m	2023	2023 AAA excluded	2022
Revenue	146.1	139.6	132.0
EBITDA	17.8	17.4	17.2
EBITDA margin	12.2%	12.5%	13.0%

[...]

The press release will be published on the web sites here after: GlobeNewswire/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.



The definition of the alternative performance indicators can be found on page 14 of the 2022 Financial Report.

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Agenda

07/09/23

2023 **Half Year Presentation Meeting**,
10am, Paris

Registration

25/10/23

2023 **Third Quarter Revenue**

Sword Group

Sword has 2,800+ IT/Digital 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 complex IT & business project management.

Sword optimises your processes and enhances your data.

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

■ AAA

AAA, a Group subsidiary in Scotland, specialised in recruitment, was deconsolidated from the operating account on 1 June 2023 to enable Sword to focus on its long term core businesses.

Consolidated revenue for the 2nd quarter comes to **€74.1m. Excluding AAA**, consolidated Revenue is **€71.7m.**

Consolidated revenue for the first half comes to **€146.1m. Without AAA**, it is **€ 139.6m.**

Consolidated profitability (EBITDA margin) for the 2nd quarter is **12.3%**. This is up to **12.5% without AAA.**

Consolidated half-year profitability is **12.2%**. It is **12.5% without AAA.**

■ Outperforming organic growth

This outperformance is based on two criteria:

1. Constant growth in the revenue of our historical customers,
2. The increase in certain non-budgeted accelerators, such as new initiatives with the United Nations.

OUTLOOK

Without AAA, the 2023 revenue objective is €280m and the associated profitability goal is 12.5%, while financing the creation of 2 Business Units specialised in AI (one in Barcelona, one in Glasgow) for €1.2m.

AGENDA

To find out more about Sword's strategic plan for 2024 and beyond, join us at the financial meeting on 7 September in Paris [👉 Register here](#)

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