

Press release

Windhof - 25 January 2024



UPGRADE YOUR BUSINESS

Sword Group | Results for the Fourth Quarter of 2023

Consolidated Revenue: €71.5m

Organic Growth: +12.6 % ⁽ⁱ⁾

EBITDA Margin: 12.0 %

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

KEY FIGURES

Fourth-quarter 2023 revenue comes to €71.5m, with a consolidated profitability (EBITDA margin) of 12.0%, or €8.5m.

At 31 December, consolidated revenue comes to €288.1m, with a consolidated profitability (EBITDA margin) of 12.1%, or €34.8m. Revenue excluding AAA is €281.6m and profitability is 12.3%.

The net cash position including treasury shares, excluding IFRS, is €32.6m at 31/12/2023.



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

Q4 2023 ACCOUNTS

Q4 non audited Figures			
€m	2023	2022 ⁽ⁱⁱ⁾	Organic Growth ⁽ⁱ⁾
Revenue	71.5	72.3	+12.6%
EBITDA	8.5	9.6	-
EBITDA Margin	12.0%	13.2%	-

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

⁽ⁱⁱ⁾ includes AAA's 2022 revenue. AAA was deconsolidated on 01/06/2023.



Agenda

07/03/24

2023 Annual Results Presentation Meeting
10am | Paris

25/04/24

Publication of Q1 2024 Results

2023 ANNUAL ACCOUNTS

YEAR non audited Figures				
€m	2023	2023 AAA excluded	2022 ⁽ⁱⁱ⁾	Organic Growth ⁽ⁱ⁾
Revenue	288.1	281.6	265.7	+19.0%
EBITDA	34.8	34.5	33.1	-
EBITDA Margin	12.1%	12.3%	12.5%	-

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

⁽ⁱⁱ⁾ includes AAA's 2022 revenue. AAA was deconsolidated on 01/06/2023.



Sword Group

Sword has 3,000+ IT/Digital specialists active in 50+ countries 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.

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.

Market
Euronext Paris
Compartment B

ICB 9530
Software &
Computer Services

ISIN Code
FR0004180578

Indices
CAC® All-Shares
CAC® Technology

EN TECH Leaders
EN TECH Croissance

sword-group.com

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ANALYSIS

The **4th quarter performance** is in line with our budget, which takes the following factors into account:

- **Anticipated sustainable growth** between **13% and 15%** a year until 2028,
- **Start of major contracts** in **Switzerland** and in **BeLux**.

The **2023 performance** is **better than the annual budget**, which anticipated 15% rather than **19% organic growth**.

Cash collection was strong in the 2nd half of the year.

Including treasury shares, we have gone **from €15.8m** at 30/06/2023 to **€32.6m** at **31 December 2023**.

OUTLOOK

The **2024-2028 Business Plan**, which forecasts **constant profitability** and **growth in excess of 13% a year**, has been the subject of a **strategic plan** which will be **presented at the annual meeting** (SFAF meeting) on **7 March in Paris**.

As a result, the Group is **forecasting annual revenue in excess of €316m** in **2024**, excluding acquisitions.

AGENDA

Join us for the **Annual Financial Meeting** on **7 March** in Paris [👉 Register here.](#)

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Publication of **Q1 2024 Results**



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